A U.S. DEPARTMENT OF COMMERCE WEEKLY

# International Commerce

July 20, 1964

## Trade Mission report: Finns mean business

# Business Bulletins *from around the world*

**AUSTRALIA**—Joint U.S.-Australian petroleum firm confirms drill stem test on a Western Australian well as best gas hole ever drilled here. Test also proved presence of oil, though not necessarily in commercial quantities as yet, and produced gas flow rate of 4 to 6 million cu. ft. a day. Further testing, drilling will be required to demonstrate well's postive commercial worth.

**BELGIUM**—Railway fares raised by 10% for 2nd class tickets, 15.4% for student commutation tickets, 13.7% for regular commutation tickets. Increases expected to augment rail revenues by $8.8 million, reducing need for Government subsidies.

Butler Manufacturing Co., Kansas City, establishes Butler S.A., Brussels. $50,000-firm to construct agricultural buildings such as granaries, elevators, silos; also to manufacture, import, export materials utilized in such construction.

**CHILE**—Three 4-story apartment houses now being built in Valparaiso, to be heated by solar heating panels installed by solar energy laboratory of Federico Santa Maria Technical University at Valparaiso.

**ETHIOPIA**—Plans for construction of umbrella assembly plant capable of producing 6,000 umbrellas monthly announced by Nejil Steel Works of Japan. Cost to be approx. $98,000.

**FRANCE**—Government announces liberalization of imports of fresh apricots (tariff No. 08.07-A) from all countries including U.S. until July 31.

**GERMANY**—Kellogg Co. of Great Britain, Ltd., subsidiary of American Kellogg Co., founds German subsidiary at Bremen. New firm capitalized at $625,000 to manufacture, distribute, import, export Kellogg's Corn Flakes, some other cereals.

**HONG KONG**—U.S. manufacturers of cotton dyeing, printing machinery may be able to supply equipment for new cotton dyeing, printing plant to open here late 1964. Plant, to cost estimated $1.7 million, is joint venture of 2 Japanese firms, 1 Hong Kong cotton mill company; will produce estimated 3 million sq. yd. of cotton textiles each month. While most equipment, because of Japanese interest in plant, is expected to be supplied by Japanese manufacturers, some equipment may be purchased elsewhere, including U.S.

**INDIA**—Government-appointed technical committee reviews report of Dastur & Co. on location of 5th public sector steel plant. Site to be either Goa or Hospet in Mysore State. Three steel plant supplier consortia—U.S.-Continental group, Japanese, French interested in plant. Initial capacity to be 1.5 million ingot tons.

Export Inspection Council approves plan for pre-shipment inspection of export products by chain of laboratories to be located at various points. Compulsory inspection to begin Dec. 1 for jute goods exports, gradually will extend to other products.

**LIBYA**—Oil companies spent record total $315.2 million on oil exploration, development in 1963. Local expenditure amounted to $153.7 million. Foreign spending primarily accounted for by contract services $68.4 million; materials, supplies $29.6 million; plant, machinery $28.7 million.

**LUXEMBOURG**—Import tax increased from 2 to 3% on July 1.

Cleveland International S.A., subsidiary of Cleveland Crane Co., Wickliffe, Ohio, turned out in Luxembourg plant, 10-ton capacity suspended crane, operating from 80-ft. unsupported span. Crane is largest of its type ever produced in Europe; incorporates components manufactured in U.S.

**MALAYSIA**—Two new industrial plants are being developed in Singapore—factory being set up by 2 British firms for production of water meter casings, assembly of water meters, textile plant established by Hong Kong interests. Also, plant planned by Taiwanese and Singapore capital to produce flourescent lighting fixtures, tubes. Textile plant to produce for export; other plants undertaken by firms reportedly finding it desirable to protect market by manufacturing, assembling their product in area.

**NETHERLANDS**—N. V. Nederlandse Aardolie Maatschappij, following seismic exploration work, starts oil-gas exploration well near Edam in Noord-Holland province.

KLM takes options on 6 supersonic aircraft, 3 Anglo-French Concorde's, 3 American SST-1's.

Republic Aviation contracts for Western Hemisphere sales, service of Fokker F-28 "Fellowship" commercial jet aircraft.

**NIGERIA**—Eastern Nigeria's new RCA-equipped television station now in operation. Maximum effective radiating power of 60,000 watts to serve receivers from Port Harcourt northward to Okigwi. Government plans to bolster existing station at Enugu to 60,000 watts, providing television service for most areas from Okigwi to northern border.

**PHILIPPINES**—Chrysler Philippines inaugurates new $400,000 assembly plant. Company is interested in assisting in development of local industries which can produce parts for its vehicles. Chrysler products previously assembled locally by Philippine firm. Assembly operation now will be carried out by Chrysler Philippines, wholly-owned subsidiary of U.S. parent, while local firm will handle marketing.

**SOMALI REPUBLIC**—Airfreight customs area of port of Magadiscio to be rebuilt, expanded, according to construction tender published by Port Authority. Action to speed clearing of goods by local airfreight consignees.

**SOUTHERN RHODESIA**—Expansion program costing almost $1.4 million put into operation by largest copper producer, M.T.D., (Mangula), Ltd. Construction of crushing plant, new oxide ore leaching plant to begin shortly.

**SWITZERLAND**—Imports from U.S. rose over comparable periods of 1963, 33% during 1st quarter 1964, 17% in April. Increase for 1st 4 months was 29%.

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## the cover

When the members of the U.S. trade mission to Finland traveled throughout that country they saw evidence of the industrial growth there. One sight was the biggest harbor crane in Northern Europe (capacity, 200 tons) in Naantali harbor. In the background are two double jib level luffing and slewing cranes, manufactured by Kone Osakeyhtiö from Finland. For a report on the trade mission findings, see page 2.

# International Commerce

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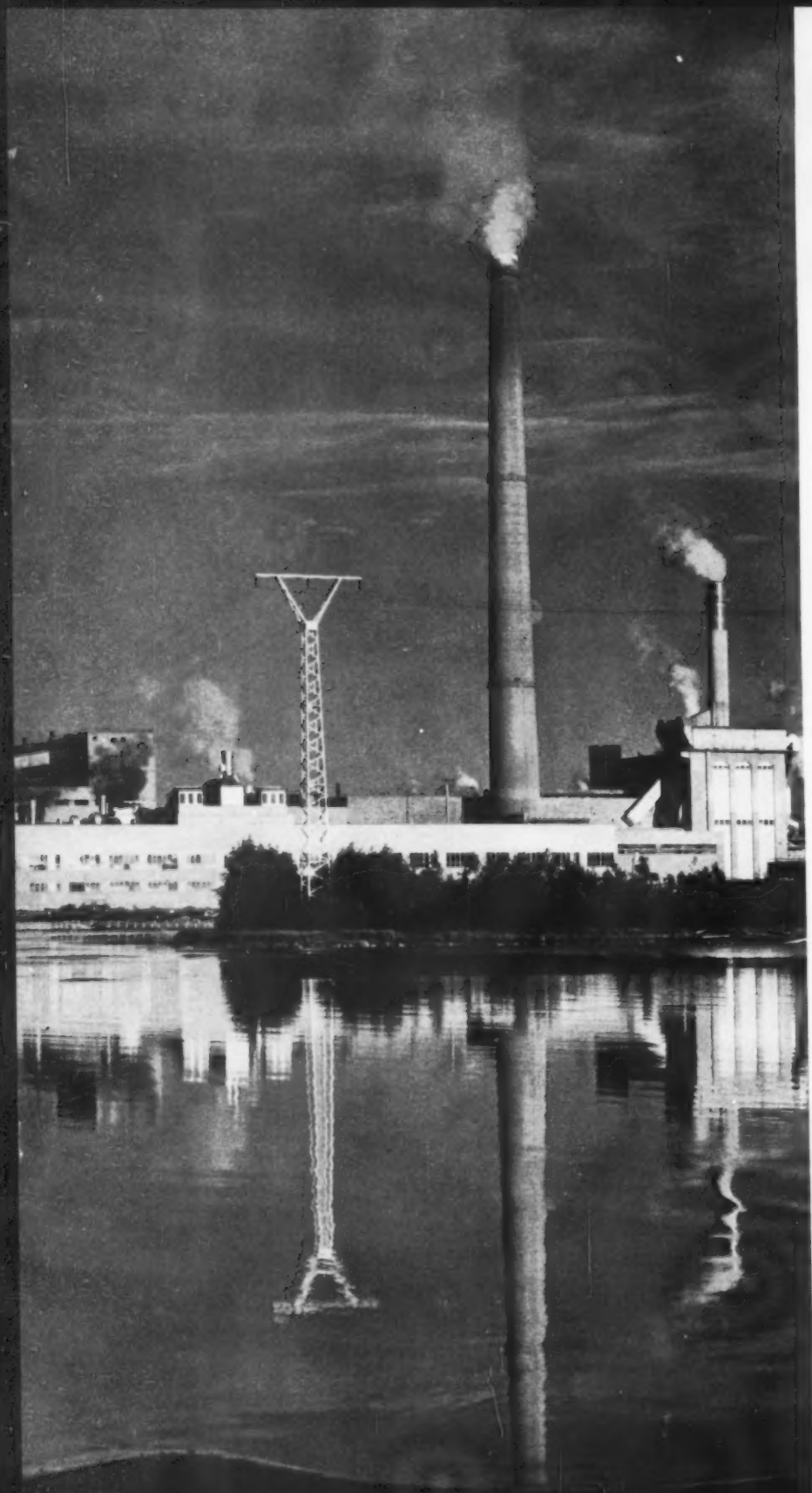

# The Finn means business

## Applies well known traits of courage, determination to business operations

By JOHN A. DONLEY
*Mission Director*

The Finnish people, long known for their courage and determination as marathon runners or winter soldiers, show those same traits in business. Their economy has developed rapidly in the past decade and they will continue to surge forward in the world business picture.

JOHN A. DONLEY

A major advantage will be their sense of quality. They produce good products, they are aware of the importance of design, they are maintenance conscious and they work hard—a combination that leads to a success story. In every city visited by the U.S. Trade Development Mission to Finland in May, the members witnessed these specific characteristics.

The U.S. businessman can play a significant part in this activity with a minimum of adjustment. He has the products, the manufacturing capacity, the labor force, the quality necessary to do business in Finland. It is important to know the way the Finn lives and works, his habits, his likes and dislikes and his goals. It is also necessary to determine the items he makes that would sell in our marketplace as well as the products we make that can compete advantageously in Finland.

### Each area different

The U.S. Mission itinerary included Helsinki, Lahti, Oulu, Tampere and Turku with side trips to Heinola, Salo and Hanko. The members were startled

PULP MILL IN OULU: With a capacity of 250,000 tons of sulphate pulp per year, the mill reflects (in 2 ways) the industrial activity noted in tiny Finland

by the differences they encountered from area to area. One member said that each city offered new surprises and new potential.

The response in every city was excellent and surpassed expectations. The press of Finland provided news throughout the country concerning the Mission's progress. The Mission was news, and the seeds planted by this group of U.S. businessmen will provide business and commercial leads for a long period.

## Sales specialists spot needs

What does a population of 4.5 million have to offer as a market, and what does our 191 million need or want from Finland? As we traveled into the various cities, the trained eyes of the U.S. sales specialists and management consultants spotted many things.

We didn't see a pickup truck. With a nationwide custom of leaving a city and going to one of the thousands of lakes, doesn't the pickup and the detachable camper fit this picture? Virtually the entire population moves to the country in the summer. U.S. suppliers make many products that fit into this pattern but which we did not see on the shelves. The pickup truck itself must have an appeal to the Finns just as it does to our people.

## No motels

Motels do not exist, but they certainly should and certainly will and who is better experienced to guide such a trend than the American? Every Mission member can visualize signs advertising motels "complete with sauna" (Finnish bath).

Also, every Mission member felt that the sauna was a product of Finland ready for the vast motel market in the United States. We have not hesitated to beckon to the traveler using the swimming pool, children's playground, TV or airport pickup service as a special inducement. For the tired traveler, the sauna could be just as effective in generating business at less than the cost of these other services.

The Finnish people eat, sleep and dress well. Many U.S. names appear in the grocery stores. Discussions indicated that many, many more would be welcome. Their foods come from all over the world and if a U.S. item will sell in any other country, probably it will sell in Finland.

## Quality conscious

The quality of the clothing is high—an indication that the Finns believe there is a difference between the meaning of "cheap" and economical". The shelves in the department stores are full, selections for size and color are offered, and although prices appear high, sales are booming.

PERSONAL INTERVIEWS: Trade Mission members McGovern, (left); Anderson, (right rear) and Capen (right front) discuss business proposals submitted by U.S. firms with potential Finnish customers or agents

There are a number of large department stores and many independent merchants. All appear to be style conscious and quality minded. Displays in windows, reflecting the ever present design capability of the Finn, are in the Fifth Avenue mode.

One portion of the U.S. shopping scene is quite conspicuous by its absence. "Rack merchandise" is nonexistent but there is every indication that this presentation for impulse selling is a natural. Just as the U.S. woman is now buying everything from candy to notions to ready-to-wear from a rack, chances are that the Finnish woman would do likewise.

The Finnish city dweller is moving to attractive multistory apartment complexes quite a distance from the central area of the city. America's move to suburbia created the shopping center, the second car, the new school and church community, new streets and sewers, the washateria, and do-it-yourself dry cleaning. All represent a potential for U.S. goods and services in Finland.

## Progress in industry

The Finnish owner of one of these dry cleaning establishments using U.S. equipment said he had been in business 5 months and had never had a machine idle. Pleased with everything about his operation and ready for expansion, he was quite definite about his requirements for quality.

Mission visits to 54 plants revealed that the Finns are doing well in paper, chemical, fertilizer, glass, china, furniture, plastics and shoe manufacturing. The paper and pulp industry, which has improved processes and installed new equipment, supplies many markets throughout the world. U.S. newspapers along every coast of the United States are now using newsprint from Finland.

The chemical and plastics industry is making giant strides and is a good market possibility for materials and equipment. Many raw materials are understood to be available from Europe but improved processes in the United States could open the doors to future business as costs in Europe and the United States level off.

The Finnish manufacturer is interested in licensing, and U.S. brand names are well known to everyone. One area of opportunity lies in licensing for manufacture of vending equipment. Since much of the city living is in apartments rather than in private houses, the streets are crowded by people—a requirement for a successful vending machine operation. Stations, streets, stores, coffee shops and bus terminals are always filled with people.

There are many movie houses, legitimate theatre houses and programs of culture, but surprisingly few sports activities

### U.S. Trade Mission to Finland

**A U.S. Trade Development Mission visited Helsinki, Turku, Lahti, Tampere, Jyvaskyla and Oulu in Finland May 2-30.**

**Observations of the Director and five businessmen comprising the Mission are presented on this and following pages.**

**The Mission took 352 Business Proposals submitted by U.S. firms. Of this total, 324 were of interest to Finnish firms.**

**The Mission brought back 121 specific opportunities for trade and 26 for investment. These leads are reported in regular sections of this issue.**

**Albert Caya, Jr., of the Commerce Department's Trade Negotiations Staff, was the group's Trade Development Officer. For several years, he served as country desk officer for Finnish affairs in the Office of International Regional Economics. Mr. Caya has studied at the University of Helsinki.**

other than skating and skiing. The horse races were not well attended, cities of 100,000 population have no golf courses, there are few tennis courts and not as much boating and sailing as expected.

Municipal contests seem to be in walking and physical fitness and the youth look vigorous and healthy. Many teenagers were on the city squares, however. Perhaps some U.S. sports promoter could provide activity for this group.

### Enviable reputation

The Finnish businessman has long had an enviable reputation for honesty and integrity. The Mission found this reputation well deserved. The credit reliability of almost every business proposal submitted by the Finnish businessman passed the strict test. Of all the firms that arranged for meetings and interviews, only one failed to appear on schedule.

Credit terms present a problem for management in dealing with U.S. suppliers. Requirements of British and West German suppliers are less strict. The Finnish businessman respects his credit reputation and is a good risk.

### Need time to sell

Another deterrent to increased trade between the two countries is the mistaken idea of U.S. businessmen that all the potential is in Helsinki and can be reviewed by a salesman in several days. The Mission worked 4 weeks, had firm business propositions in every city visited and on the 28th day was still receiving proposals. Finnish buying power is strong. Tastes and beliefs are similar to our own. U.S. suppliers must assign qualified people to serve this market and must investigate each area.

Finland, "off the beaten track" for many suppliers, does not command the title of "crossroads of the world" or even "crossroads of Scandinavia." But it is worthy of the place it promises to attain in the world of business.

### the author

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*He came to Government with over 20 years' experience in engineering, construction, manufacturing and industrial development, including a period as president of Gypsum Products of America, Inc., manufacturers of wallboard.*

# Computers, data process equipment now used in Finland

## Market is developing, but promotion is needed to spur sales

By JOSEPH F. SPILBERG

*Lappen & Spilberg, Beverly Hills, Calif.*

Finland has had a dramatic development in the past decade, as the gross national product rose from $2.1 billion to $5.8 billion.

JOSEPH F. SPILBERG

Industrial growth in the next 10 years will be more dramatic. The Finns want machinery and equipment to improve productivity and competitiveness. They are eager to increase their domestic and foreign markets.

Through this eagerness for industrial progress, however, improvements in administrative efficiency to a large extent have been neglected. Utilization of computers, data processing equipment and outside management consultants in financial accounting and managerial control are infrequent.

In Finnish industry, the administrative personnel in relationship to total personnel appears abnormally high. In the United States, the rapidity with which electronic data processing is revolutionizing our "paper work" world is amazing. The Finnish executive is cautious, however, as his budget dollar is small.

Modern computers and data processing equipment are just being introduced. Germany, England, France, Sweden and the United States are selling such equipment. IBM, with about 90% of the market, reports 43 computers in use as of May 31.

All computers sold are for commercial and governmental use. There is no market in Finland for the computer for scientific purposes. Banks, paper mills, insurance companies, cooperatives, railroads, airline, forest service and the Government now use such equipment.

Although the number of large companies is limited, the market for computers, office equipment, accounting machines and management consulting services is developing. To promote sales in this area, U.S. exporters will need to consider a continuing aggressive sales program; training schools for technical and sales personnel; manuals, lectures and brochures in English and Finnish; and orientation seminars for executive and administrative personnel.

The growth rate of the computer market in Finland is estimated at 15% each year for the next 5 years. Surely the United States is in the best position to capture this potential.

### the author

*Mr. Spilberg is a senior partner of Lappen & Spilberg, a management consulting firm specializing in data processing systems, accounting systems, production and inventory control.*

*Mr. Spilberg is a board member of the California State Board of Accounting.*

### Government representation

**The Finnish Government maintains an embassy in Washington, D.C., (1900 24th St. NW.) and consulates general in New York City (200 E. 42d St.) and San Francisco (120 Montgomery St.).**

**The U.S. Government maintains an embassy in Helsinki, capital of Finland.**

### *Finland starts buying computers*

| Country | Installed: Quantity Dec. '61 | Installed: Quantity Dec. '63 | Installed: Value Dec. '63 (millions) | On order: Quantity Dec. '61 | On order: Quantity Dec. '63 | On order: Value Dec. '63 (millions) |
|---|---|---|---|---|---|---|
| Denmark | 10 | 74 | $17.2 | 25 | 30 | $10.5 |
| Finland | — | 19 | 4.1 | — | 35 | 9.5 |
| Norway | 10 | 54 | 14.8 | 20 | 71 | 14.7 |
| Sweden | 70 | 147 | 42.0 | 80 | 121 | 31.7 |

# Find Finnish chemicals, plastics industry wants to expand and diversify present production

## Management seeks know-how, licenses for newer products and processes; market for equipment growing; U.S. firms need to offer their best technology and design

By BJORN ANDERSEN
*Consultant, plastics and chemicals*
*Maplewood, N.J.*

Management personnel—both general and technical—in Finland's factories is of high quality, informed and well traveled in Europe and America.

BJORN ANDERSEN

In the chemicals and plastics industry, management is keenly interested in expansion and diversification, seeking know-how and licenses from U.S. firms for newer products and processes. The market potential for equipment is growing.

### Fertilizer

There is one large fertilizer plant in Finland (Typpi Oy). It is owned by the Government. Basic production includes ammonia, nitric acid and ammoniumnitrate. Finished fertilizer is produced by mechanical mixing with the required phosphate and potassium compounds, both of which are imported. The nitrogen is recovered from liquid air and the hydrogen from gasified oil.

Total production as finished bagged fertilizer is 60,000 tons figured as nitrogen. This is sufficient for 90% of Finland's need. Today, phosphate import is largely from the U.S.S.R. and potassium from Germany. The total 10% fertilizer import is from Norway.

### Synthetic fiber

There is only one viscose plant in Finland (Sateri Oy). Capacity, now 23,000 tons, is to be increased shortly to 32,000 tons a year. Major production is in staple fiber, as only 1,000 tons of filament yarn is made and even this is declining. This plant is the only producer of Cellophane—called Sellofin—in Finland. The company also imports nylon yarn from which they produce the Hellanca or stretch yarn.

Thus there is no truly synthetic fiber production in Finland, but two financially strong groups are interested in starting a nylon 6 or 6.6 production in Finland from imported "salt". A capacity of about 5 million pounds of nylon yarn—less than present importation—is being considered. As yet, there are no final commitments for the salt or machinery.

### Plastics

In 1963, 65 million pounds of plastics resins were imported, in addition to 45 million pounds of plastics glues. Of the glues, 50% was consumed in the chipboard industry. The largest import was from West Germany with 29%. Great Britain (15.4%), and Sweden (14.9%) were the next largest suppliers. The United States was fourth, with 6.5%. Plastics raw materials are not produced, except for acrylic sheets from imported monomers, in Finland. Plastics raw materials are imported duty free.

The most important plastics in Finland are polyvinylchloride resins, polyethylene (both high and low density), high impact polystyrene and ABS types. An appreciable amount of polyester resins is required for use with glass fiber and cloth, as well as epoxy resins for lacquer.

The largest plastic boat manufacturer in Scandinavia is in Turku. This plant uses substantial quantities of glass fiber and polyester resin, as the company exports in addition to supplying the home market.

The United States supplies only a small share of the glass fiber used.

One large cotton mill in Tampere produces about 5 million square feet of nylon fabric tarpaulin, mostly covered with neoprene.

### Plastics fabricators

There are 300 plastics companies in Finland, according to the Finnish Plastics Association. Of these, only a dozen or so are large or medium-large fabricators and they consume about 80% of all the plastics raw materials.

Some of the larger companies visited had top quality management with a sophisticated and technically sound approach to design and selection of the most suitable resin. For some jobs, even nylon was rejected because the qualities of the new polyacetyl resins made it more suitable with its lower moisture absorption characteristics.

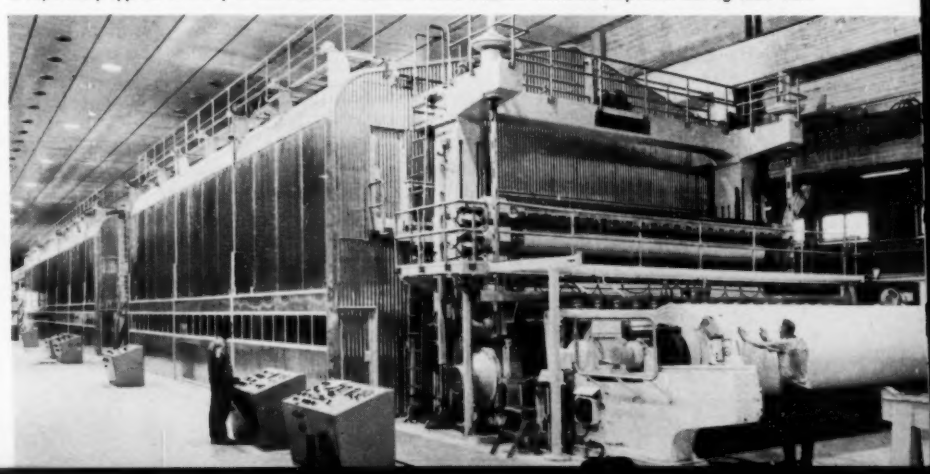
The big molders are buying the best possible equipment. One plant had dozens of injection molding machines, some U.S. machines up to 58-ounce capacity. The biggest injection molding machines were from Germany, the largest with 1,150 tons closing pressure and rated at 13 pounds per shot. Many of the machines were of 350 to 550 tons closing pressure.

In the competition for injection molding equipment as well as in the plastics extender field in Finland, U.S. suppliers need to offer their best technology and design to get a bigger share in this growing market.

One company which is vacuum forming—from high impact styrene sheets—refrigerator interiors of up to 185-liter volume is in the market for an injection machine.

Others are considering blown polythylene tubing film equipment for sizes up to 35 feet. Still others are in the mar-

PAPER MANUFACTURING: An automated paper factory in Finland in operation with only 2 men in sight is reportedly typical of many of the modern factories Trade Mission members inspected during their visit.



ket for rigid PVC extruders for door and window frames. These companies are substantial, financially strong, and eager for further expansion and diversification. There is a million-dollar business in these items alone.

The larger companies visited make their own molds and dies within their own machine shops.

### Chemicals

Of the heavy chemicals not used for fertilizers, only sulphuric and hydrochloric acids are made in Finland. There is some production of formaldehyde from imported methanol. Of the 25,000 tons of ethylalcohol produced by fomentation of the sulphite waste liquor, there is no upgrading into chemicals.

The petrochemical industry is nonexistent. A Government owned oil refinery is being constructed at Porvoo, and may eventually supply raw materials for a petrochemical industry.

Several firms produce fine chemicals and cosmetics. Some have licenses for specific products from well known U.S. firms. Expansion is the order of the day and know-how and licenses are sought for the newer U.S. products and processes especially in pharmaceutical chemicals, herbicides and pesticides. Specific chemicals can not be patented in Finland but the production method or process can.

Of special interest to U.S. exporters may be the offer of a company for contract filling of aerosol containers, glass or metal. Capacity is now in excess of 5 million containers per year and can readily be expanded. Also Scandinavian and European distribution could be supplied. The company would also like to import aerosol valves and special containers from the United States.

To have Finnish agents handle U.S. goods is not sufficient. Qualified representatives from the home office should visit Finnish prospects.

### the author

*At the time of his recent retirement Mr. Andersen was president of Celanese Development Corp. and a director of the Celanese Corp. of America. With the company for over 30 years, he is a pioneer in plastics and synthetic fibers and holder of 24 patents. Mr. Andersen is Chairman of the Advisory Council of Princeton University's Plastics Laboratory for Graduate Studies, and author of many scientific and industrial articles published in American and European journals.*

# Finnish ownership of vehicles zooms, expected to double by 1970; buying power climbs

## More U.S. makes seen as demand shifts to auto; large roadbuilding program planned, suburban living increases; potential for parts, service equipment

By JAMES L. McGOVERN, JR.
*Raybestos-Manhattan, Inc., Bridgeport, Conn.*

Finland's economy, characterized by a steep climb in consumer purchasing power during the past 5 years, has reached a point that commands the interest of U.S. automobile and automobile parts manufacturers.

JAMES McGOVERN

The pattern of living in the cities of Finland recently has gone through a complete change. The motorcycle was presumed to be an important means of transportation and many foreign manufacturers placed large quantities in bonded customs warehouses. These machines have not moved, as the demand for vehicles has shifted to the automobile.

No passenger cars are manufactured in Finland at present although an American manufacturer has acquired a facility that could be used for this purpose. Several bus and truck assembly plants, using engines from Sweden and England, are in operation.

Transportation planning in Finland includes a vast roadbuilding program. New multilane highways are under construction or in design for connecting almost every major city. In addition, multistory apartment complexes are being built fairly long distances from central downtown areas. The city population is moving to the suburbs.

### Vehicle ownership zooms

Vehicle ownership has accelerated in recent years, jumping from 34,000 in 1940 to 100,000 in 1952, 350,000 in 1962 and 400,000 in 1963.

The total is expected to reach an estimated 500,000 in 1965 and to more than double by 1970. More than 30%

## Market profile—Finland

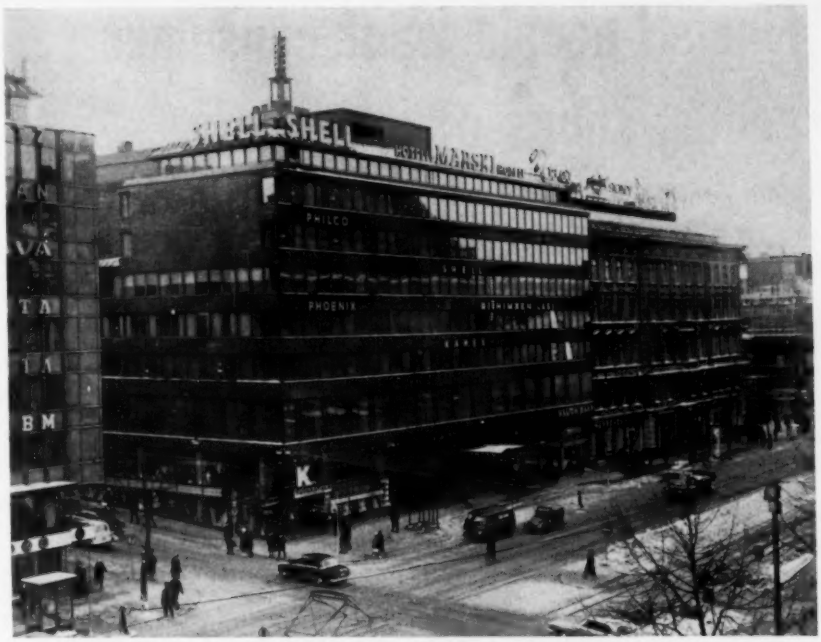
**Area:** 130,000 square miles (roughly comparable to the area of California).
**Population** (Jan. 1964): 4.5 million.
**Currency:** Finnmark (1 mark = $0.3125). The mark is convertible for current transactions.
**Per capita income** (1963): $1,025.
**Gross domestic product:** $6.2 billion (estimated).
**Radio and television** (Feb. 1964): 1.4 million radio receivers; 500,000 television sets.
**Electricity** (1963): Production 11,900 million kilowatt-hours.
**Principal cities:** Helsinki, population 477,000; Turku, 130,800; Tampere, 133,000.
**Foreign trade** (1963): Total exports, $1.15 billion; total imports, $1.2 billion. Imports from U.S., $74.4 million (c.i.f.); exports to U.S., $60 million (f.o.b.).
**Chief exports:** Wood pulp, paper, timber and timber products, plywood, machinery, copper and copper products.
**Chief imports:** Industrial machinery, grains, fruits, coffee, cotton, tobacco, petroleum products, coal, base metals.
**Principal trading partners:** United Kingdom, Federal Republic of Germany, Soviet Union, Sweden, France, and the United States.

of the vehicles are trucks, as compared with only 16% in the United States. Of the assembled trucks, 66% are manufactured by the Finns.

In accordance with a bilateral trade agreement between the USSR and Finland, some of the vehicles imported in 1962 were Soviet-manufactured.

In 1963-64, with an open market, U.S. names such as General Motors, Ford and Chrysler began to appear more frequently. That Ford was the largest single importer in 1963 is doubly significant, as imports included manufacturers from Japan, France, Italy, Sweden, West Germany, East Germany, Czechoslovakia, England and the USSR. A total of 24 importers of automobiles are now bringing vehicles into Finland.

A review of the sales volume shows that 40,000 vehicles were imported in 1962, 52,000 in 1963, and the 1964 estimate is 70,000. This compares favorably with the number of new motor registrations in many of the States in the United States. For example, 19 States had less than 70,000 new registrations that year, ranging from 68,000 in Arkansas to 18,000 in Vermont and Wyoming.




THE NEW MARSKI: Named for Marshal Mannerheim, the social and business life of Helsinki swirls about the Hotel Marski located in the heart of the business district on Mannerhiemint. Photo by Mannelin.

## Service a problem

Servicing these vehicles—of so many makes and models—is difficult. Most of the demand for replacement parts is channeled through the car dealer. There are 480 repair shops and 1,023 service stations, and this business is increasing rapidly. About a third of the vehicles are at least 6 years old and 80% are younger than 8 years, indicating that much of the maintenance is yet to develop.

Service stations are supplied with products such as polishes, lights and waxes from the marketing divisions of the major oil companies including Esso, Gulf, and Shell. Service station equipment and a range of parts are available in many instances from wholesale distributors. At present, the three major distributors—Atoy, Autola and Koivunen—supply about 150 auto parts stores throughout Finland.

There are between 450 and 500 small bus companies with from two to ten vehicles per company. They also are supplied by the distributors.

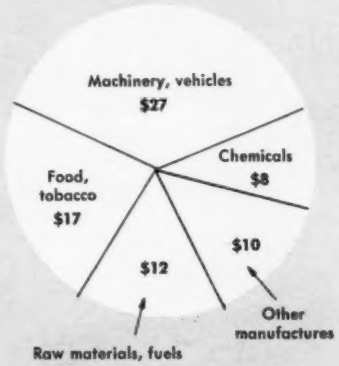
One problem lies in the cataloging of parts. In the United States, parts makers supply specification data; in Finland, each car model must be broken down part by part by the distributors. Mimeographed lists are supplied to the auto parts stores, so that they can identify and order the correct parts for a specific vehicle.

At present, U.S. manufacturers with factories in Europe are at a distinct advantage because of the difference in import duty between the EFTA (European Free Trade Association) countries and the United States. For instance, to import U.S.-brand, made-in-England spark plugs, the Finnish distributor pays a duty of 6% whereas the same plug coming from the United States calls for a duty of 15%. In addition, there are high freight costs to be considered.

**Machinery, vehicles lead Finnish imports from United States**

**Total $74**
(in millions of dollars)

**1963**




## Need service equipment

The best opportunity for U.S. exports in the "aftermarket" seems to be in equipment for servicing vehicles, such as hydraulic jacks and lifts, and electrical testing, wheel alignment, and tire service equipment.

Discussions with executives of branches of General Motors, Chrysler, and Ford in Finland indicate that U.S. marketing practices in the motor-car business are well accepted.

These companies are making far-reaching plans to share in the anticipated rapid increase in vehicle sales. U.S. manufacturers of automotive parts and equipment also would do well to include Finland in their marketing programs.

### the author

*Mr. McGovern is Sales Manager of Replacement Products of the Raybestos Division of Raybestos-Manhattan, Inc., one of the oldest manufacturers of automotive replacement parts.*

*Mr. McGovern's 40 years of leadership in the automotive parts industry is recognized by his position as a Director of the Automotive Service Industry Association.*

# Finnish people want consumer goods; shops offer variety

## Keen interest in U.S. foods, small electric appliances, kitchen items, light-weight luggage, shoes, records

By CARL S. FULLER

*Consultant in management and merchandising, Cleveland, Ohio*

The friendly Finns themselves give evidence that there is an opportunity for international trade between their country and ours.

CARL S. FULLER

The Finnish people are interested in consumer goods and find money to spend for many of their wants. A number of families have two wage earners.

The thousands of small shops as well as the major department stores in cities such as Helsinki are full of everything from the products of their cottage industries and their industrial art to the latest thing in imports.

Consumer goods in general are of substantial quality, slightly higher in price than one might expect but in a variety of sizes, colors and materials. Colors are more subdued than in the United States.

Consumer goods can lead in expansion of trade between Finland and the United States. Visitors to the U.S. Business Information Centers in Helsinki and four other cities during the Trade Mission's May tour indicate that Finnish interests run high for U.S. foods, small electric appliances (wired for 220 volt and 50 cycles), small kitchen items, lightweight luggage, shoes and hi-fi and stereo records.

There should be a market for U.S. plumbing fixtures including overhead shower heads for the bathroom, and such items as shower curtains and rubber tub mats.

### Want piece goods

Finnish manufacturers and importers also are interested in buying piece goods for the home-sewing customers and fabrics for the wearing apparel manufacturers in the country. Many visitors to the Information Centers wanted U.S. license agreements to manufacture for their own market men and women's clothing including outerwear, rainwear, men's shirts and sportswear.

Traditionally, the Finn excels in sports. As the economy grows, the U.S. manufacturer should find opportunities to sell many kinds of sports equipment as well as clothes for the sport spectator.

The long winter nights make the Finns avid movie and television fans. What they see on the screen and read in their newspapers makes a definite impression on their minds and they like those well known U.S. brands in consumer goods.

### Two-way street

Of course, the Finns want to sell to the United States too.

From their land of much snow it is a "natural" to export winter sports equipment and clothing, such as skiis, caps, parkas and mittens.

Any American will be pleased with comments about his attractive hand knitted Finnish sweater and he will delight in telling the story back of the particular Finnish design woven into it. Finns are equally pleased when they are complimented on their purchases of U.S.-made sport clothes.

Ask any American hostess what she thinks first when she thinks of Finland. Many will say fine china, glassware and ceramics of the creative Finnish artists. Others will mention distinctively designed cast-iron-ware, highly colored for American patio dining, liqueurs, cheese, umbrellas, linens, bowls and jewelry of silver and exquisite modern lamps.

### Already there

Many well known U.S. trademarks are seen around the squares and business districts of the important cities in Finland. Firms already selling there are happy with the Finnish businessman's interest in U.S. products and services and with his integrity and reliability.

ARABIC CHINA FROM FINLAND: U.S. Mission members Caya, Capen, Donley and McGovern watch Finnish artisan put final touches on world famous Arabic China in factory inspected by group during visit.

### the author

*Mr. Fuller, Consultant in management and merchandising, Cleveland, Ohio, retired in 1963 from the vice presidency of the Cleveland Division of the Kroger Co.*

*Mr. Fuller directed the merchandising and operations of 85 stores, and during his 25 years with the company planned the conversion of the company's operations from 116 small stores to 35 large supermarkets.*

*Formerly, he was employed at R. H. Macy & Co. department stores.*

If you want to join the trend toward Finnish-U.S. trade you will find aids along the way. Buying offices serve exporters and importers. Well-trained and well-traveled salesmen visit regular and potential customers.

Excellent transportation facilities are available throughout the country. Modern, clean port facilities offer "containerization" for the consolidation of shipments of a variety of Finnish items to U.S. customers. As an extra dividend, the Finnish businessman adds his natural affinity for the U.S. business world, his flexibility and willingness to try to conform to U.S. business methods.

After traveling thousands of miles in Finland and consulting with dozens of businessmen there, the U.S. Trade Development Mission representative for consumer goods feels that this substantial country of Finland is a market well worth the attention of the U.S. manufacturer, exporter and importer.

The smart, aggressive U.S. business must not overlook these profitable export opportunities in Finland.

U.S. BRANDS IN FINLAND: Helsinki grocery store supplier shows Trade Mission member Carl Fuller grocery products made in the United States that are to be found on his shelves by popular request.

# Food retailing good but will get better

## Distribution transition will spur need for products, machinery

By CARL S. FULLER

Finnish food merchants are not expecting a food revolution, but rather an evolution toward U.S. food distribution methods.

Food distributors in Helsinki and throughout Finland point out several reasons for this trend. Finland's food stores today might be compared to U.S. food stores in semi-metropolitan cities 10 to 15 years ago. They are more like those we in America called superettes.

Finnish food merchants can develop better and faster than those in middle-European countries, because they do not have deep-rooted traditions to break down. They do not have the array of specialty stores found on the Continent and they already have the general-store concept.

### Natural next step

The supermarket will not be a revolution but rather a natural next step in retailing. The younger generation of Finnish women, whether or not they are working outside the home, are rebelling against going to three, four or five different stores to assemble food for their family meals.

Also, ideas from the United States are helping to change Finnish food distribution methods. Finnish retailers study new ideas and developments in U.S. press and trade journals. When a new product is too expensive for them to try, they watch Sweden, which has more money for experimenting. They let Sweden "road test" it. In that way they can see how an idea operates in Scandinavia and estimate how their Finnish customers will react.

When they see something exciting that they want to study, they hop on a plane and are in New York City in 6 hours! (It takes a little longer to return, but that gives them extra time to think.) As many as 70 to 80 retailers may go to the United States to see those valuable and helpful U.S. ideas.

### Supermarkets are coming

The Mission's frequent question to food wholesaler, retailer and distributor was this: "What do you think of the future of supermarkets in Finland, and how will they develop?"

Without hesitating a moment most of those questioned said: "Yes, we will have supermarkets in Finland like yours in the United States—maybe not as large at first, but the future belongs to supermarkets. Many of them will be in centers—in shopping centers as you call them. There are already 5 such centers in Helsinki and the idea will spread to improve food retailing and to help the Finnish people throughout their country "live better for less."

### Will need to buy

To make this food retailing transition in Finland, stores, owners, wholesalers and cooperative groups will need to buy food products, food machinery, food store equipment, special warehouse and transportation units.

Here is a market for the U.S. food and food equipment manufacturer—but not without European competition. Organize your sales and manufacturing programs to include Finland's 4.5 million people whose food merchants will be changing their signs soon to *valintamyymala* (supermarket).

*Basic Data on the Economy of Finland*, one in a series of Overseas Business Reports published this year by the Commerce Department's Bureau of International Commerce, is for sale by the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C., 20402. Also available from any of the Department's Field Offices, the price of the report, OBR 64-19, is 15 cents.

# Salesman in Finland: Consumer packaging

## Trend toward self-service will spur need, first in food items

By O. RICHARD CAPEN
*Good Humor Co. of California*

Two factors provide the primary impetus for rapid advancement in packaging: Increase in labor costs and increase in disposable personal income. Both are present in Finland today, creating a possible market for packaging machinery, equipment and service.

O. RICHARD CAPEN

Labor costs have been rising steadily. In January, an agreement was reached governing general industrial wage rates. The agreement provides for an increase of 6% in 1964, plus additional increases as the cost-of-living index rises above certain limits. Equal pay rates for men and women will be established in 1965.

Buying power is in the hands of the consumer. An estimated $3.2 billion was spent last year for private consumption—about half of the country's gross national product.

The packaging expert will need to design a product that will help lessen the manpower cost, increase sales and generate profits.

### Affect design

As the trend develops toward self service, competition for shelf space arises. Finnish creative ability can be utilized in the design of new packages. Warehousing costs, transportation, and point-of-purchase appeal will affect the design and appearance of the end product. Name brands will be developing and first-time users must be attracted. The idea of quality and value will have to be portrayed by the product placed before the consumer.

Not all of these steps are completely new to the Finnish market or the Finnish manufacturer, but time is demanding immediate widespread action. A successful candy manufacturing facility visited by the mission dramatically demonstrates the new and the old. In one area, packing was accomplished efficiently through automated electronic weighing and packing equipment. In another area, individual pieces of candy were hand wrapped.

BULLDOZERS AT THE FAIR: U.S. machinery is admired in Finland and the earthmoving equipment display at the Department of Commerce sponsored exhibit "America Today" held in 1961 proved a real attraction.

The manufacturer was utilizing electronic equipment for billing and shipping labeling which replaced 13 positions. His cost, in spite of the spiral upward in raw material and labor prices, was identical to his cost in 1960. His sales tripled.

A visit to a dairy products manufacturer pointed out the importance of quality control to the Finnish buyer but also emphasized the necessity for new packaging techniques to meet the inevitable self-service trend. This plant was as modern and well operated as the finest in the United States and management is well aware of the role of packaging in the marketing picture of tomorrow.

### Food items first

Food packaging is likely to come first, followed closely by developments in the drug and toiletries and hardware groups. Because of the differences in Finnish living habits, some creative design will be required in food packaging. Family refrigerators are extremely small with practically no frozen food capacities. Fish is an everyday item. The city dweller lives in an apartment. As probably both husband and wife work, easy-to-prepare food is an attraction. Whereas the old shopping habit was a daily chore, the younger women are trying to shop less often and in one area.

The individually packaged vacuumized item, the boil-in-bag, and pre-weighed and packaged dry foods are practically nonexistent. Individual display cards, such as those used in the sale of razor blades, are seldom seen. In the United States, 75% of the razor blades sold are sold in this manner.

Interviews with Finnish businessmen brought out their respect for the capabilities of the American in packaging and marketing. There is a potential market for packaging equipment and services. An aggressive pursuit of this business will result in success in Finland as that country meets the challenge of higher production and sales costs to serve its domestic and export market.

### the author

*Now president and chief executive officer of the Good Humor Co. of California and Dari-Delite, Inc., in Los Angeles, Mr. Capen has been associated with packaging and paper products firms. His experience, in consumer as well as industrial packaging, covers machinery, equipment, methods and materials.*

# Nigeria: Oil country now

## New strikes, astonishing rise in production hold bright promise for U.S. sales

By RICHARD C. GRAHAM
*Assistant Commercial Attache*
*U.S. Embassy, Lagos*

PORT HARCOURT, NIGERIA—In the words of the trade, Nigeria is oil country now.

It's news that holds bright promise for U.S. firms selling oil-field supplies and services.

As of today, Nigeria's place among the world's oil-producing nations hasn't been determined. But the astonishing fact is this:

Since oil in commercial quantities was found in the Niger Delta in 1956, and the first crude was exported in 1958, production has soared from 5400 to 100,000 barrels a day.

### Doubling up

With new strikes off-shore in January and April this year, experts are saying production will double by 1967.

Seven international petroleum companies—four U.S., one French, one Italian and one British-Dutch—now are exploring for oil here. As an oil-producer, Nigeria is fourth among African nations after Algeria, Libya and Egypt, and is expected to surpass Egypt in the next few years.

Estimates of reserves range from an unofficial 300 million barrels to the Nigerian Government's official 490 million barrels proved and almost 2 billion barrels inferred. And these estimates were made before the successful off-shore strikes earlier this year.

While Nigeria may never approach some of the Middle Eastern and South American nations as a source of supply, petroleum holds great promise for the Nigerian economy.

### They feel it

Its impact already is being felt. Exports of crude last year exceeded $56 million. The oil industry contributed $37.2 million to the economy—$13.4 million in salaries, locally purchased supplies and local taxes; $12.3 million in premiums on prospecting licenses; $6.4 million in rents and $5.1 million in royalties.

This is only the beginning. From the point of view of foreign investment, the oil industry easily will surpass everything else in Nigeria in the years to come.

The search for oil in Nigeria spans a period of almost 30 years. The first concession, given to Shell-BP Petroleum Development Co. of Nigeria, Ltd., (then known as Shell-D'Arcy), covered the entire country. When the company converted its leases to oil prospecting licenses, an area of 40,000 square miles was retained. Shell-BP is a British-Dutch combine.

Geological surveys began in 1937, but were suspended from 1941 to 1946 because of World War II. Oil shows were uncovered in the early 50s, and the first commercial discovery was made in January, 1956, at Oloibiri near Port Harcourt.

### Changes made

In 1960 and 1962, Shell-BP surrendered more than half the original 40,000 square miles held under prospecting licenses. Most of this area was taken up almost immediately by six companies—Mobil, Gulf, Tennessee Gas Transmission and American Overseas Petroleum (Amoseas), all U.S.; the largely state-owned French company, SAFRAP, and the state-owned Italian company, AGIP.

In addition, Mobil, Gulf, Amoseas and Shell-BP acquired large tracts of offshore concessions, so that almost 29,000 square miles of land concessions and 11,000 square miles of offshore concessions now are held by the 7 companies.

Because of its long tenure, Shell-BP dominates petroleum exploration and production here.

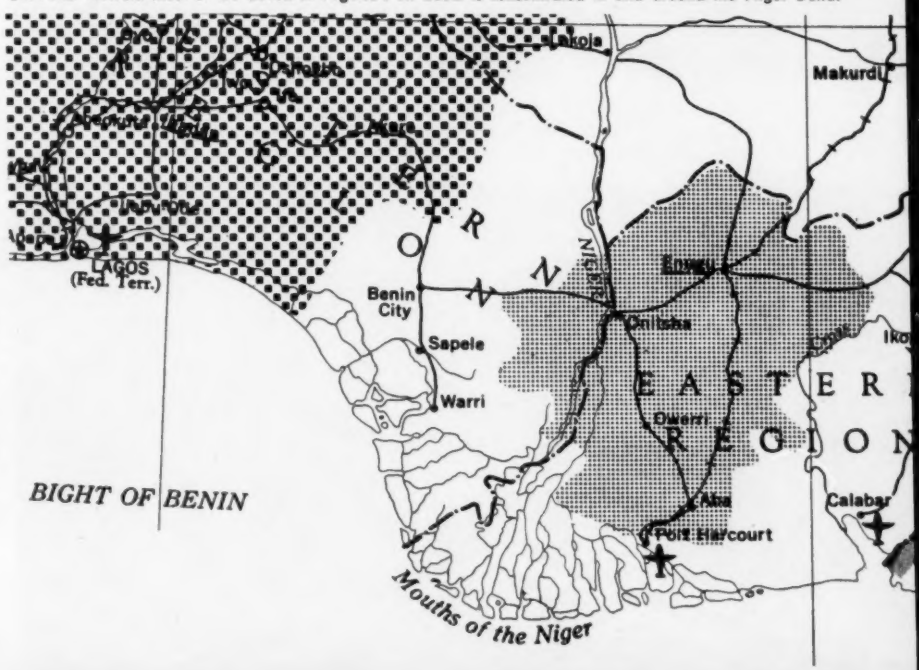
WHERE IT IS: The Republic of Nigeria is located in West Africa, covers an area of about 375,000 square miles, has a population of about 40 million.

To date the company has invested more than $350 million in development and expects to double this amount in the next 5 years. Other than exploration, the major investments include joint participation with the Nigerian Government in a refinery, an oil pipeline collection system and a river terminal for oil storage.

Two points should be made in assessing Shell-BP's role in Nigerian oil:

All the oil companies that have ob-

OIL AND WATER: Most of the action in Nigeria's oil boom is concentrated in and around the Niger Delta.



tained concessions since 1960 have benefited from the pioneer's work. In several cases, new concession holders have even bought seismographic surveys from Shell on land surrendered by the company. Thus, developmental expenses for American firms operating in Nigeria may be more moderate than usually is the case in new territory.

Of more immediate importance to U.S. businessmen, Shell-BP is a major consumer of oil field supplies, and offers several attractive possibilities for service contracts.

As oil companies move out of the wildcatting phase and into commercial production, the tendency is to concentrate on basic production and contract out ancillary work. This is the case with Shell-BP. Discussions with company officials reveal the following specific opportunities for service and maintenance contracts.

**Refinery maintenance**—When the new refinery comes on steam in 1965, the company plans to negotiate a maintenance contract. It is looking for interested firms that might qualify to do the job. The work is cyclical in that the bulk of it is concentrated in one month of the year when the refinery is shut down.

During such periods up to 250 men would be required to carry out electrical, mechanical, instrumentation and building maintenance. Because of the peak-and-slack demand for personnel, firms interested in this contract should be established in other work either in Nigeria or West Africa.

Inquiries should be directed to BP Trading, Ltd., BP House, Rope Maker Street, London, E.C. 2. Attention: Mr. D. H. McDaniel.

**Engineering workshop**—Shell-BP operates the only fully equipped workshop for oil field equipment in Nigeria. In addition to repair, the shop is equipped with a wide range of machine tools to manufacture some replacement parts.

From time to time, other oil companies are accommodated on critical repair jobs, but the shop generally is not open to other firms.

Some months ago, several companies specializing in this work were invited to submit bids to take over operation of this facility under contract. Tenders submitted were not acceptable, and the company still is interested in receiving proposals.

Inquiries should be sent to Mr. S. Gray, General Manager, Shell-BP Petroleum Development Co. of Nigeria, Ltd., P.O. Box 263, Port Harcourt, Nigeria.

**Oil-field supply store**—Every oil company operating in Nigeria believes there is scope for an oil-field supply store. Only one such business is known to be located in the country, and its stock is specialized.

Various expatriate trading houses have expanded their lines to include oil field equipment, but have not as yet developed extensive business. The oil exploration companies will import on their own account and maintain inventories until such time as they can be assured of a continuity of local stocks of standard items.

The Shell-BP materials superintendent has compiled a list of supplies used by his company, together with the normal sources of supply. It is available to anyone contemplating the establishment of a supply store.

Materials on the list are rock bits, nozzles, rotary hoses, swivel joints, centralizers, scratchers, shoes and collars for oilwell cementing, well head fittings, liners, piston rods, pistons, rubbers for slush pumps, wire rope, mudline valves, flanges and pressure gauge cocks. For further information, write to Mr. Freeriks, materials superintendent, Shell-BP.

**Instrument workshop**—Shell-BP will build an instrument workshop in connection with the refinery, to be operated by a contractor. Details of this plan are not available at present, but inquiries may be directed to BP Trading, Ltd., in London.

Shell-BP is not the only company providing opportunities for service contracts. In fact, it is the entry of the American oil companies which makes such opportunities attractive.

All firms would welcome a well-stocked oil field store. Logically, there should be stores in both Port Harcourt and the midwest, possibly at Warri.

Additional marine transportation is needed. One company complained of the difficulty of moving bulldozers and similar equipment around the delta area. A flight over the delta brings home just how inaccessible this area is.

High on the want-list of most com-

WORK AND PLAY: Headquarters of Shell-BP Petroleum Development Co. are located on 227-acre industrial estate (above) outside Port Harcourt. Administration building is at upper right. Employee residential and recreation area (lower photo) is at nearby Umuomasi. Port is about 300 miles southeast of Lagos.

panies is a first-class machine workshop. The expense of airfreighting replacement parts can be prohibitive, not to mention the cost of idle machinery awaiting the much slower ocean freight delivery.

One company recently was compelled to suspend drilling operations when vital spare parts could not be cleared from the Apapa port during a general strike. Firms considering the proposal to operate Shell-BP's workshop facilities should keep in mind the wider application of servicing the industry as a whole.

Other services in demand are land transportation and catering. However, first priority in these cases will be given to indigenous firms. A possibility exists for forming partnerships with local firms.

As exploration expands, there will be a need for additional firms to carry out electric well logging services, oil well cementing, construction and seismic work. First-hand information is essential to keep abreast of the needs of the industry.

**BY LAND AND SEA:** A dock-improvement project under way at Port Harcourt (right) comes to a temporary halt as a U.S. freighter drops anchor and begins to unload cargo. Below, driver for a U.S. pipeline construction firm prepares to leave Port Harcourt base camp with load of pipe for Nigerian oilfield. Transport is a major problem.

# Seven international oil firms report on progress in Nigeria

## Their activities range from seismic surveys to full-scale commercial production, terminal storage, full-time export

Here is a summary of activity by the seven international companies exploring for oil in Nigeria.

### Shell-BP

Original concession holder. Has drilled more than 150 exploratory wells since 1954. Only company now commercially producing crude oil. Exports of crude for 1963 totalled 3.7 million tons.

Production averaged more than 76,000 barrels daily during 1963, reached 100,000 barrels daily (equivalent to 5 million tons annually) in May, 1964. This target originally projected for 1965. Shell-BP now confident production will be 10.5 million tons by 1967.

Affiliated company, Nigerian Petroleum Refining, will operate 1.9 million tons annual capacity refinery under construction at Alesa-Eleme near Port Harcourt. Scheduled to be completed in 1965.

Refinery will produce all Nigerian petroleum product needs with minor exceptions of aviation gasoline, some kerosene, lubricants and bitumen. Initially to be owned 50% by Federal and Regional Governments and 25% each by Shell and British Petroleum. When it becomes operational, 20% of the stock will be offered for public subscription.

Projects associated with the refinery are a $14 million trans-Niger pipeline connecting oil fields in the midwest with the Eastern Region collection system; additional oil tanks at Bonny River terminal, which will increase storage capacity to 1.3 million barrels; a $14 million program for dredging Bonny bar to a depth of 35 feet to allow the passage of tankers in the 30,000-ton range, and construction of a jetty near the refinery.

The jetty will have two berths and permit coastal and ocean-going tankers of up to 18,000 tons capacity to load refined petroleum products.

### Mobil

First U.S. company to explore and drill for oil in Nigeria, starting November, 1955. In late 1961, Mobil was granted oil prospecting licenses for 2,000 square miles in offshore areas of the Eastern Region. Drilling began first week of 1964 by means of a floating rig owned by Offshore Venezuela brought up from the Gabon.

In April, Mobil announced discovery of oil in two wells. The first, drilled in 45 feet of water 7 miles off the coast to a depth of 11,265 feet, recovered 35 API gravity crude at the rate of 600 barrels daily. The second was struck at 6,794 feet and recovered 19.1 API gravity crude at a rate of 530 barrels daily. Drilling of a third well began April 3.

### Gulf

Most successful to date of new companies exploring for oil. Obtained two 1,000-square-mile offshore blocks in late 1961 and 3,844 square miles of onshore oil prospecting licenses in March, 1962. Additional offshore 1,000 square miles acquired in April, 1964.

Drilling began in December, 1963. First successful wildcat well by U.S. company in Nigeria was announced Jan. 11, 1964. Well tested with production rate of 2,000 barrels daily of 34 API gravity crude at a depth of 6,100 feet.

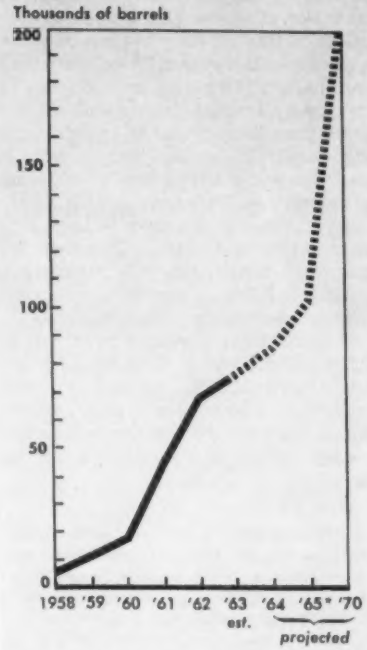
It is located in 30 feet of water 7 miles off the coast of midwestern Nigeria, 35 miles northwest of Burutu. A second well, 2 miles southeast, produced 2,644 barrels a day of 34.6 API gravity crude at 6,280 feet. Another, 1 mile east, was a dual producer, with one stratum producing 1,300 barrels and another 1,400 barrels daily at a depth of 12,000 feet. A successful well 3½ miles southeast of the discovery well also has been completed. More drilling is underway.

Gulf is moving rapidly to place the field in commercial production. Contracts have been let for an additional drilling rig in the onshore marsh areas and in oil bearing field offshore, and for a drilling barge in offshore exploratory drilling.

McDermott Overseas, U.S. oil-field construction company, will construct permanent oil well structures and build pipelines to connect wells to an anchored storage tanker.

Plans call for permanent onshore storage tanks having capacity of 1.5 million gallons, pumping to tankers moored in deep water through a system of submarine pipelines. The temporary arrangement will permit loading of export tankers in one day. Gulf expects to be exporting 25,000 barrels daily by the end of 1964.

**Meteoric rise in Nigerian daily oil production**




** This volume attained in March, 1964. Rate of 200,000 barrels anticipated by 1967.*

*Source: "Energy in Nigeria and attendant opportunity for Industrial Development." Report to the Ministry of Commerce & Industry by Arthur D. Little, Inc., Cambridge, Mass. 1963*

### Tennessee Nigeria

Subsidiary of Tennessee Gas Transmission Co., firm obtained 1.2 million acres of coastal areas in Western Region. Three dry holes were drilled between December, 1962, and March, 1963. No further work in this concession.

Additional areas were obtained in the delta region during early 1962 from territory surrendered by Shell-BP. Strictly speaking, this is all onshore, but extends to the 3-mile territorial limit.

Have contracted with Loffland Brothers Co. for submersible drilling barge which is being towed to Nigeria from U.S. Dredging operations are in progress. Drilling scheduled to begin this summer.

Sinclair Oil Co. and Sunray D-X Oil Co., have associated with Tennessee in new operation by acquiring undivided interests in the concessions.

## American Overseas

Company owned 50% each by Texaco and Standard Oil of California. Obtained oil prospecting licenses for two 1,000 square mile offshore concessions in late 1961.

Leased drilling rig from Offshore Venezuela under arrangement with Gulf, whereby each company would drill two wildcat wells. Amoseas drilled first in June, 1963, in concession 90 miles west of Port Harcourt. Well was sunk five miles offshore in 40 feet of water and oil shows were found. A second well encountered gas shows.

Rig was then turned over to Gulf, which discovered oil in commercial quantities and is continuing to utilize the rig. Amoseas encouraged by findings and is conducting additional seismic tests.

## SAFRAP

French company, largely state-owned, cosortium of SAFREP (50%), RAP (40%) and SOGERAP (10%). Obtained four onshore concession areas totalling 1,234 square miles in March, 1962. Has completed seismic work and is drilling first exploratory well. In late 1963, SAFRAP was granted an exploratory license to conduct aero-magnetic survey of Benue basin north of 7th parallel.

## AGIP

Italian state-owned company obtained 2,028 square miles of onshore concessionary areas. AGIP's agreement differs from the traditional 50-50 ratio, in that the Nigerian Government is given an option to take 30% in exploiting any crude oil found.

Option, which is valid for 3 months after formal notification by the company that oil has been found in commercial quantities, also specifies that AGIP will bear all exploration costs. Seismic surveys are being conducted but exploratory drilling is not expected to begin before the end of 1964.

## Import duties increased by Jordanian Government

The Jordanian Government has increased import duties on a number of products now produced locally. Affected items and new rates of duty (with previous rates in parentheses) are:

Glucose, approximately 4¢ per kilogram; (approximately 3¢); varnishes, lacquers and distempers, 45% (30%); toothpaste, 25% (15%); sanitary towels, 35% (25%); men's underwear, 48% (30%); women's, girls' and infants' underwear, 48% (30%), and dolls and Holy Land souvenirs, 50% (30%).

# Golf ass'n executive has ideas for Virgin Islands

**By Neil C. Hurley, Jr.**

**Chairman, National Export Expansion Council**

He had just returned from a twinkling week-end in Italy, where he filled a void during a couple of unusual idle days. He left later that afternoon for Central America.

This was last month. Since then, Oregon's Bob Dwyer, a member of the National Export Expansion Council, has spent a hustling 5 days in Tunisia with Small Business Administrator Eugene Foley in a tight-scheduled, driving effort to stimulate two-way trade.

Dwyer rushes. When planes do not leave at the right time he flies his own. He commutes between Portland and Washington, and, perhaps, London and Paris. This day he was at the Department of the Interior, where, as a member of the Virgin Islands Development Commission, he made the motion that sold 2,300 acres of unprofitable government land to a private bidder for $3½ million.

One day Dwyer was introduced at a large luncheon by Secretary of Commerce Luther Hodges, who ticked off many contributions he has made to government, receiving, however, moderate applause, until the Secretary mentioned that among these other jobs Dwyer also was a member of the United States golf association executive committee. "Shows you what people are interested in most," said Dwyer with resignation.

This young man from out of the west, hair just starting to creep thataway, with a heart as big as Ireland, has used up a dozen lifetime careers.

"The United States is not in the sugar business," he stated, "and has no reason to operate a mill and run a plantation in the Virgin Islands." Dwyer wears a yankee-doodle, red, white and blue necktie, not because of his association with government, but because it is officially approved by the golf association. "This action today will save taxpayers half a million dollars a year," he said.

There are those who think lands in a spiraling market in delightful Caribbean islands might have been saved for other purposes, such as recreation, or held longer to increase in value, but Dwyer declares: "Government has to stop losing money."

Virgin Islands Governor Ralph Paiewonsky, President Robert Cramer of the Virgin Islands Development Commission, and Secretary of the Interior Stewart Udall agree.

"Now that we do not have to grow sugar," Cramer said later at a luncheon, "we can concentrate on more balanced economy by bringing small industry there, which is what a development commission ought to be doing."

Virgin Islanders have watched as neighboring Puerto Rico, with a vigorous program, has grown into economic maturity. But the Virgin Islands, perhaps the most romantic of U.S. possessions, is still an uninhibited haven of blazing foliage, serene beauty and languorous life.

New stores, it is true, are building, gift shops are everywhere, and there are new bars with outdoor patios. The tiny Danish streets struggle with traffic, although never more than 7,000 tourists at one time have joined the 35,000 residents. The Virgin Islands do not have as many visitors all year as O'Hare Field has in 4 days.

"But it is the only place in the world that has a saloon in a cemetery," added Dwyer for no coherent reason. "They turned over the graveyard slabs next to Bluebeard's Castle, a leading hotel in St. Thomas, and built a tavern on top of them."

Chances of the Virgin Islands becoming an industrial compound are, fortunately, unlikely. But they will develop stronger economically under a cautious program, designed not to spoil the view for tourist trade. Bob Dwyer, 4,000 miles away in Oregon, as serious as a railbird before the bell, along with Governor Paiewonsky, Bob Cramer, and a lot of other people, will keep them so.

# A new tool for exporters

## International market-share studies, just published, show who buys what—and where

A new tool for the U.S. businessman seeking a larger share of world markets has been forged as part of the national Export Expansion Program.

The device, in the form of international market-share studies published by the Department of Comerce, will enable the businessman to:

Pinpoint the source and strength of foreign competition in world markets.

Determine where specific products sell best, and rank the markets so that the most important gets first attention.

Identify areas where the U.S. share of the market is low and investigate the potential for sales.

Identify markets where U.S. exporters are doing well, to determine whether more intense market development is worthwhile.

The studies, a joint project of the Bureau of International Commerce and the Business and Defense Services Administration, cover 379 commodities from medicine to machine tools.

### What they show

Built on a wealth of statistics, they show:

The U.S. share of imports into 94 countries, including many of the newer, less-developed nations.

The share other industrial countries get.

Introducing the new export-promotion aid, the Commerce Department has published a 3-volume pilot collection of 45 of the studies entitled "Trade of the United States, Western Europe, Canada and Japan in Manufactured Products, 1961-62."

Each volume contains statistics for 15 groups of merchandise. Volume I is devoted to pharmaceuticals, plastics and manufactured fertilizers. Volume II is concerned with machinery and equipment. Volume III takes up selected consumer goods, including clothing, shoes and cameras.

The statistics show the U.S. share of the world market for each group of merchandise and provide a comparison of the value of U.S. trade with that of competing countries.

Besides being published in volume form, statistics on each of the 45 groups are available in individual sets. Statistics on 334 additional products also are available in individual sets.

None of the studies indicates a demand for U.S. products in specific markets. Rather, they are published as guides for exporters and show the size of each foreign import market.

### Source of data

Basic data was obtained from the Organization for Economic Cooperation and Development (OECD) in Paris and was supplemented by statistical material from the United Nations. Statistics are for 1961-62 and are organized according to the Standard International Trade Classification (SITC).

SITC is a worldwide system for classifying and identifying commodities by number. The SITC data used in the studies is at the 4-digit level which, under the classification-by-numbers system, provides internationally agreed detail on the products covered. It is planned to expand coverage to 5-digit detail where possible to give more precise information.

Copies of the 3-volume pilot collection of studies are for sale at 75 cents a volume by the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Individual studies are $1 each. Write: Director, International Trade Analysis Division, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C., 20230.

# U.S.-style hamburger, 'le plat préféré,' makes Paris scene in new license deal

That fine cook, the French housewife, is offering her hungry family a new dish, "le plat préféré des Américains"—the hamburger.

Its appearance on her table is a story of convenience vs. custom, spiced by the efforts of two U.S. businessmen to expand their sales.

By licensing agreement between Claridge Food Co. of New York and Société "GEO," one of the leading food processors in Paris, Claridge's canned hamburgers in tomato sauce now are being produced in France and sold in French stores and supermarkets.

The agreement, says Claridge secretary Harold Grossman, is the result of "native ingenuity" of company officials who "observed France becoming more aware of U.S. techniques," plus a French desire "to produce an American hamburger associated with an American name."

The agreement was concluded by Gene Garvin, executive vice president of Claridge. He and company president Jacques Garvin lived in France before moving to the U.S. in 1940.

Grossman said Société "GEO" tested the French market for canned hamburgers before starting production in May and that "if they have the kind of sales success they expect and we expect, we'll add other items." Claridge also produces canned meat balls and corned beef hash.

Société "GEO," which has sales of about $2 million a year, produces the canned hamburgers according to Claridge formula and know-how. The U.S. firm's name appears prominently on the label, which carries serving directions and suggestions in both French and English.

"Except for pates and canned hams, the French are not accustomed to eating canned foods and convenience items as we are," Grossman said. "But the convenience idea is exactly what attracted them in the first place."

WRAP-AROUND: Label on canned U.S.-style hamburgers, selling in France, give directions in 2 languages.

SKULL SESSION: Secretary Hodges, flanked by Assistant Secretary Behrman on his right and NEEC Chairman Hurley on his left, swaps ideas with the group.

# Sharpshooters on target

## National Export Expansion Council develops strategy for achieving goals

By STANLEY LICHTENSTEIN

*Staff Writer*

A little band of fewer than 50 men met in Washington with Commerce Department officials last week to plan a 5-pronged assault on the "almost literally unlimited" horizons of international trade.

Unabashed by the vastness of the endeavor, Neil C. Hurley, Jr., chairman of the National Export Expansion Council, told the band of NEEC leaders that he knew of no failure of any U.S. company going into the export field under NEEC prompting. "Everybody seems to be a winner once they seriously enter it, and no other activity gets so much help from the U.S. Government," he observed.

On the eve of the July 14 meeting Hurley held a Mayflower Hotel banquet for Regional Export Expansion Council chairmen, but this affair did not go precisely as scheduled by the chairman. Hurley—president of the Thor Power Tool Co. who doubles as a leading volunteer in the Nation's foreign trade program—and his special assistant, Milton E. Slater, were each presented with the President's "E" certificate for export service in a surprise ceremony during the banquet.

### Ties that bind

Leading the roster of banquet speakers was Secretary of State Dean Rusk, tersely and emphatically describing the significance of expanded two-way international commerce for American statecraft. He said that U.S. ambassadors today—like Benjamin Franklin in his time—recognize trade promotion as a major function of their office. Rusk's Cabinet colleague, Secretary of Commerce Luther H. Hodges, noted that by taking time out from a "backbreaking" schedule to come to the meeting, the Secretary of State had demonstrated his appreciation and concern for the success of the NEEC program.

Myer Feldman, counsel to President Johnson and to the late President Kennedy, spoke informally to the group, further highlighting the administration's basic interest in securing countrywide participation in trade promotion efforts led by national and regional export expansion councils.

### Committee report

During day-long sessions on July 14, a 7-man committee of REEC chairmen submitted a report which included these proposals:

► "We recommend that chairmen of the regional export expansion councils have more direct responsibility in the appointment of the members of their committees. We feel that in local areas, the council chairmen and the U.S. Department of Commerce representatives are familiar with the ability, prestige and usefulness of the members. . . .

► "We also recommend that the chairmen, in cooperation with the Field Office executive secretaries, be authorized to invite associate members to work with the committee and these members be

selected from those whose position would encourage them to further promote our export program.

► ". . . more time should be spent with those firms that have been exporting and those who are exporting below their potential, and the [Target 10,000] committee should be instructed to spend more effort towards this end.

► "We recommend that a sincere effort be made by the NEEC, Department of Commerce, and the REEC to get the cooperation of trade associations to establish within their region a program of promoting exports. . . .

► "We recommend that the regional councils increase their efforts to bring the universities, colleges and schools into the program. . . . we feel that continuing courses and programs can be set up within the institution to interest students in foreign trade. This will build a group who will be interested in promoting exports after some current programs have finished.

► "We recommend close cooperation with the various States through their Department of Commerce and industry committees and other boards formed to promote industry and trade for their State. In some States, the services of public utilities and other industries have been used to disseminate information and promote interest in export trade throughout the territory.

► "We believe that trade films, slides and publications by private industry may be used to advantage by the regional committees. In order to avoid duplication, there should be established a clearing house for information as to the availability of all of these mediums and some evaluation of their general applicability and usefulness.

► "The chamber of commerce in smaller towns throughout the regional council's area should be brought into the program. Such chambers are in a position to arrange joint meetings devoted to export expansion. . . .

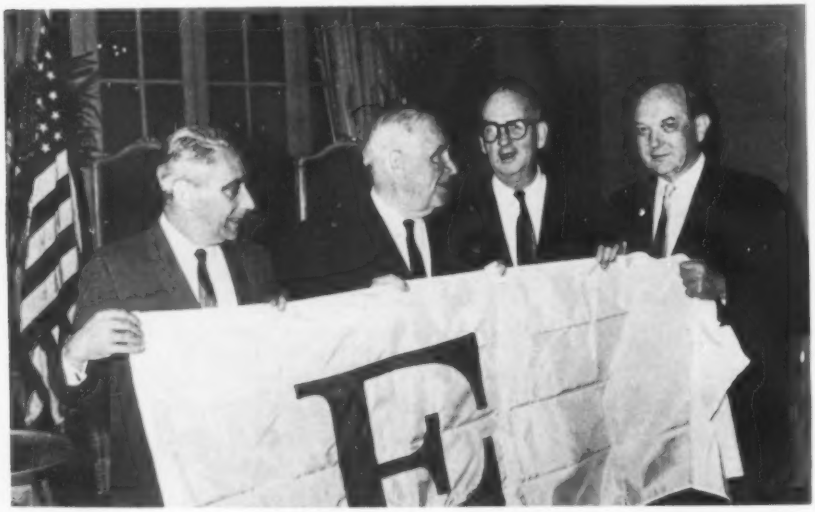
► "Where large cities are within the same district of the Department of Commerce, it may be possible for some member of the staff to spend one day a week in the world trade office of that city's chamber of commerce. He could solicit the cooperation of the chamber of commerce and then invite those interested in export trade and make appointments for him. This has worked to advantage in several instances. . . .

► ". . . commercial staffs [should] be increased at U.S. embassies abroad . . . . Funds should be provided for more frequent conferences of appropriate embassy personnel directed towards increasing their understanding and skill and encouraging their efforts in promoting export trade.

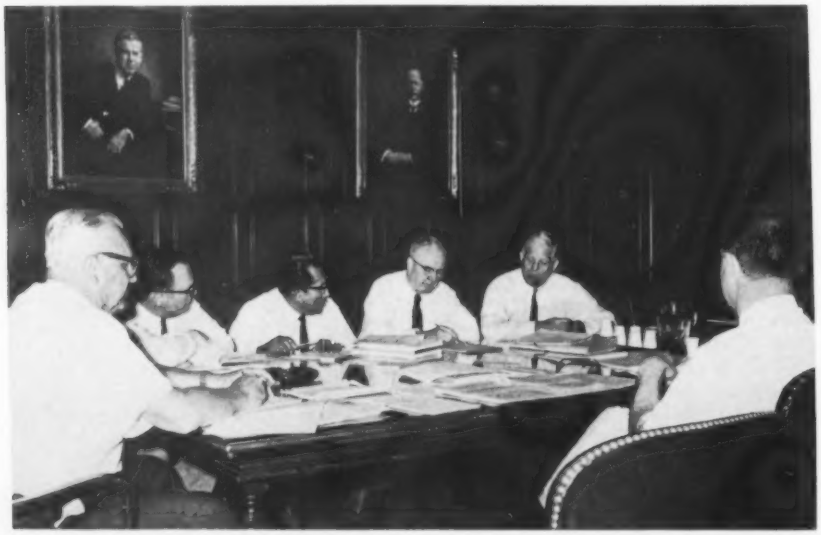
► "We support the Secretary of Commerce in his study of shipping costs throughout the world and his efforts to make these and other costs competitive to further American industry in world markets.

► "Believing that Trade Exhibits, Trade Centers and Trade Fairs are a valuable means of promoting exports, the Committee recommends continuing support of these projects. . . ."

REEC chairmen who prepared the report were: Thomas H. Miner, Chicago; Albert L. Long, Sr., Dallas; Russell J. Cameron, Denver; Harry X. Kelly, New Orleans; Kenneth M. Spang, New York; William R. Wells, Jr., Portland, Ore.; and Carlos J. Lastra, San Juan, Puerto Rico.



WELL DONE!: The Secretaries of Commerce and State joined in honoring a surprised NEEC chairman and his special assistant at a Mayflower Hotel banquet. Left to right are Slater, Hodges, Hurley and Rusk.



PREPARING REPORT: Regional Export Expansion Council chairmen drawing up series of recommendations.

## Priorities

The meeting reached its climax in a free discussion during which National Council recommendations to the Secretary of Commerce on 1964-65 NEEC programs were developed. The 5 major points called for continued aggressive promotion of the Target 10,000 program for faciliting the entry of non-exporting firms into foreign markets; strengthening of the "E" award program with close attention to eligibility standards and recognition of a comprehensive variety of contributions to America's international eco-

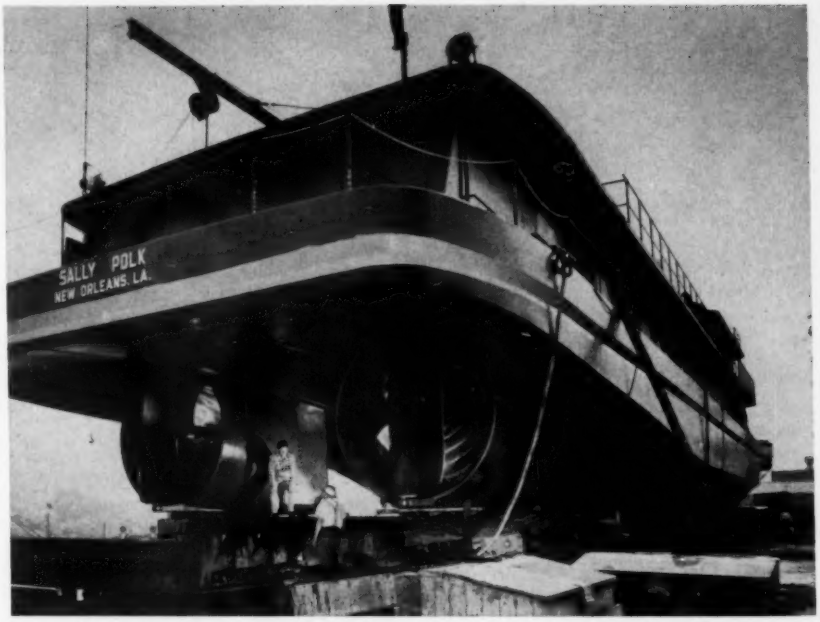
nomic position; promotion of widespread use of the export symbol-slogan, "We Serve America by Selling the World"; initiation of a coordinated public relations program with the cooperation of the Public Relations Society of America (represented at the meeting by its president, Thomas F. Robertson, Eastman Kodak Co. public relations director); and continuation of annual World Trade Week observances with consideration of a possible shift fom spring to fall to allow for more participation by business leaders.

Chairman Hurley cited figures showing progress made so far in the first year in which the "Target 10,000" program has been operating: total contacts with prospective exporters, January through June, were 4,060. Hurley, never a man to let anyone—least of all, himself—rest on his laurels, reviewed recent NEEC activities with an air of "This is a beginning, but only a beginning."

In the same spirit, Secretary Hodges, greeted the NEEC members. "We are now trying," he said, "to get over the hill." He urged business and government leaders alike to keep in mind always that "every time we sell $1 billion worth of goods, we create 150,000 jobs; every time we buy $1 billion worth of goods, we create other thousands of jobs." At the banquet the evening before, he had put the whole matter in perspective: "All I ask is a little more selling than buying."

Seven prominent business executives were welcomed into NEEC at the meeting, with Secretary Hodges handing out membership certificates: Walter F. Carey, U.S. Chamber of Commerce president (certificate received for him by Jay H. Cerf); W. R. Davis, president, the Permian Corp., Midland, Tex.; Donald W. Douglas, Jr., Douglas Aircraft Co. president, Santa Monica, Calif.; Roland H. Lange, Hartford Fire Insurance Co. president (not present at the meeting); Joseph T. Lykes, Jr., Lykes Bros. Steamship Co. president, New Orleans; Charles Rumrill, Rumrill Co. president, Rochester, N. Y.; and W. Cordes Snyder, Jr., Blaw Knox Co. board chairman, Pittsburgh.

The July 14 agenda featured talks on leading topics by Assistant Secretary of Commerce Richard H. Holton, Field Services Director Roy L. Morgan, Roger P. Sonnabend of the Hotel Corp. of America, Bureau of International Commerce Director Eugene M. Braderman, Walter H. Johnson, Jr., of Sales & Marketing Executives-International, William F. Kelly of the American Bankers Association, Assistant Secretary of Commerce Jack N. Behrman and National Export Expansion Coordinator Daniel L. Goldy.




**MUSCULAR TOWBOAT: Special design features, typified by the propeller-Kort nozzle-rudder arrangement of the *Sally Polk*, are finding European markets for the know-how of the Pittsburgh-based Dravo Corp.**

# Designs sold in Europe by U.S. firm strengthen boats' push-pull power

A European innovation that revolutionized marine design on the U.S. inland waterways more than 25 years ago is still being exported back to Europe—with major improvements.

Dravo Corp., Pittsburgh, is supplying a French sand and gravel towing company with design and engineering information for the propulsion systems of two 1030-horsepower diesel towboats. Key elements in the systems are modern versions of the Kort nozzle, which Dravo imported from Germany in 1937.

The Kort nozzle controls the amount and direction of water flow to the propellers, increases the area of the discharge stream, and gives the boat from 25 to 40% more push or pull per engine horsepower.

In addition to the design of the Kort nozzles, Dravo is supplying design information and drawings of the stern lines of the boats, the propellers, the shafting from the main engines to the propellers, the rudders, steering gear and hydraulic steering system.

The two towboats, which will be built at a French shipyard near Rouen for Compagnie des Sablieres de la Seine, of Paris, will be 80 feet long, 24 feet wide and 8 feet deep. They will operate at 6-foot draft and will be powered by two reverse-geared diesel engines, each developing 515 shaft horsepower.

Because they must pass under several low bridges on the Seine River, the upper half of their pilothouses will roll aft and down, reducing the boat's overall height to provide adequate bridge clearance.

This is not the first time Dravo has supplied marine engineering services for a European firm.

In 1957, detailed propulsion-system drawings and plans for a 70-foot, 580-horsepower Dravo RAM towboat were shipped to Compagnie des Sablieres de la Seine, and these plans—plus a prototype Kort nozzle and steering-gear control elements—formed the basis for the construction of eight smaller push towboats for operations on the Seine. At the same time, Dravo also furnished design information for the Kort nozzles, rudders, propellers and rudder arrangement of a 1260-horsepower push towboat built by a combine of West German and Dutch companies.

In 1961, Dravo designed a Kort nozzle, three-rudder propulsion system for a single-screw, 800-horsepower tugboat built by I.H.C. Holland, a group of Dutch shipbuilders.

# 53 exhibiting in Tokyo

## Trade Center show features process control equipment; Japanese impressed

Fifty-three U.S. manufacturers of process control and recording equipment are displaying their products in a show running July 7-24 at the U.S. Trade Center in Tokyo.

Interest shown by Japanese manufacturers, industrialists, researchers and businessmen in the broader based industrial instruments and laboratory apparatus show of April, 1963, led the Department of Commerce to pinpoint the subject of "U.S. Process Control and Recording Equipment" as being of particularly vital interest in Japan.

Emphasizing this point, Minister John K. Emmerson of the U.S. Embassy in Tokyo, in his remarks at the formal opening, said, "The development of highly sophisticated process control and recording equipment has been a great contributing factor to the rapid industrialization of the United States. It will continue to be a vital contributing factor to the industrialization of all parts of the world."

### Progresses far

He noted that Japan has already discovered the importance of this equipment and has progressed far in the development of process control and recording equipment.

Guest of honor at the opening ceremonies was Toshio Kashima, parliamentary vice minister of the Japanese government's Science and Technology Agency. Commenting on the activities of the U.S. Trade Center, Kashima said, "These shows, I believe, have not only provided a site for specialized trade level transactions; they have also contributed much to the development of Japanese industry through the introduction of advanced U.S. technology and allied developments."

### Early arrivals

Some exhibitors arrived early for the show. William Tonkowich, president of Associated Testing Laboratories, Inc., of Wayne, N.J., arrived in Tokyo four days before the show opening, and said, "This list of exhibitors certainly represents many of the finest companies in the field from the United States."

Also arriving before the show opening was Harold Fuller, manager for Latin America and the Far East of Markem International, Inc., with headquarters in Keane, N.H. Already known in Japan, Markem machines are in use by Toshiba Electric Co. for identification marking of transistors, and by a number of other Japanese firms as well.

Attending the opening was Harold Hindman, president, and E. J. Tolle, vice president of Instron Engineering Corp. Arriving at the same time from the U.S. Exhibit at the International Trade Fair in Tel Aviv, Israel, was Robert Eadie, international field engineer for Vacuum Electronics Corp.

**Further details about shows to be held in U.S. Trade Centers is available from the Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C. 20230.**

### Back again

Among the 53 exhibitors at the current show are a total of 13 participants from the April, 1963 show, who have returned with the latest equipment in the field of process controls and recording equipment produced by their companies.

Representing Instron Engineering Corp. in the Japanese market, Nichimen Jitsugyo Co. personnel said, "This is the second time we have represented Instron in a U.S. Trade Center show. The first show, held in April of last year, was a great success for us and proved to be a tremendous help in our sales promotion efforts. Our sales have increased considerably in the past year. We are looking forward to even greater successes arising out of this show."

A long list of notables from Japanese government, industry and trade associations attended the opening ceremonies. Among these were Taro Hisada, administrative vice minister of the Japanese government Science and Technology Agency, Sosuke Morikawa, chairman of the Japan Federation of Scientific Instruments and Apparatus Manufacturers Associations, Miyaji Tomoda, chairman of the Instrumentation and Automatic Control Society, and Jun Dohi, director of the Instrumentation Department of the Tokyo Shibaura Electric Co.

While process controls and recording equipment represent a narrowly defined field, applications of the equipment cover a vast spectrum of industrial, research and manufacturing processes.

"The equipment displayed at this show will be of particular interest to chemical engineers," said Yoshishige Harada, chairman of the Japan Plastics Industry Federation. "While domestically produced equipment has improved considerably, performance standards are still below those of the U.S. In this sense, the show should provide impetus to the further development of the industry in Japan."

Masaki Toyama, chief, Instrumentation Engineering Section of Yokokawa Denki Seisakusho, found interests in other applications. "We are one of the major electronics companies in Japan," he said. "I feel privileged that I can inspect, at first hand, instrumentation devices of the highest U.S. standards such as are presented in this show. E. H. Seargent's recording polarograph is particularly interesting to me."

### Calls for repeat

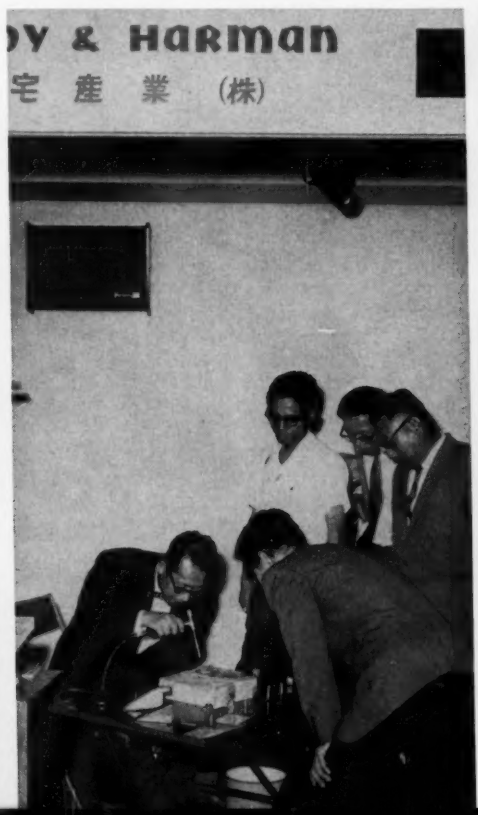
Pointing up another important aspect of process controls, Dr. M. Kurokawa, chairman of the Gas Safety Association of Japan, said, "Our principal interest is in the field of safety in the petro-chemical industry. Process control equipment is indispensable in this field, and is the basis for the development and expansion of the industry. I am very pleased to find a number of exhibits concerned with eliminating hazards and promoting safety in industrial processes."

Reflecting the continuing interest of Japanese organizations in the latest U.S. developments, Gunji Shinoda, chairman of the Applied Physics Society of Japan, said, "The show is excellent and well-planned. I hope that this type of exhibition, with the latest developments in U.S. instruments and apparatus, will be repeated next year."

Following the opening ceremonies, 192 visitors from many parts of Japan registered with the Trade Center and visited the various exhibits.

The process control and recording equipment show underway at the Trade Center in Tokyo is drawing a host of business and government leaders. Toshio Kashima (top left), parliamentary vice minister of the Science and Technology Agency, is intrigued by the marking capabiilties of the machines displayed by Harold S. Fuller of Markem International, Inc. Dana I. Robinson (top, center), consultant for Dage Corp., explains one of the many components displayed by Dage. A wide range of oscilloscopes displayed by Tektronix, Inc. (top, right) interests Japanese visitors.

Guests at the opening day ceremonies (below, left) admire the PACE TR-20 analog computer displayed by Electronic Associates, Inc. Handy and Harman's representative (below, center) demonstrates the use of some of the brazing alloys displayed by the company. General Radio Company's recording sound and vibration analyzer (below, right) attracts the attention of potential buyers at the Trade Center opening-day show.



# Salesmen, buyers lose no time in making contract connections at Frankfurt Trade Center Show

## U.S. electronic computers rising in demand in Germany, Western Europe; three companies report early successes

U.S. electronic computer salesmen and West German buyers made quick connections during a late June show at the U.S. Trade Center in Frankfurt, West Germany.

Three U.S. firms reported early successes: Honeywell, Inc. sold a "new generation" H-200 computer valued at $300,000 to Singer A.G. of Karlsruhe, West Germany.

IBM announced it had signed a leasing agreement for installation of an IBM 360 electronic computer to Druch & Verlashaus, publishers of the Frankfurter Rundshau.

National Cash Register and Elektronische Datenverarbeitung of Wuppertal signed a two-year contract for installation of an NCR Card Random Access Memory System.

The Honeywell Contract was signed by high ranking officials of both companies at the Trade Center in the presence of Consul General Henry H. Ford and Trade Center Director E.F. Becker.

According to the general manager of Singer, the new computer will be used for the firm's production inventory, production and financial controls. Capable of more than one and one half million calculations per minute, the H-200 will be particularly useful in updating information on stocked items and providing up-to-the minute production statistics.

The Model H-200 is also expected to revolutionize Singer's existing records system because of faster processing and access, and the elimination of the card storage problems created by the conventional punch-card equipment.

The Trade Center show was designed to reach a growing and highly sophisticated market. The Western European computer market, though now only one-fourth the size of that of the U.S., is expected to equal the American market within the next decade.

Experts predict a total of 9,500 computer installations in the Common Market alone by 1971, and West Germany, a world center of precision industries depending on complex business and technical computations, is the principal European market for this type of equipment. West Germany recorded 638 orders for U.S. computer systems in 1963.

Electronic Computers and Computer Systems was one of six shows scheduled at the Frankfurt Center in 1963. A total of 249 U.S. firms, including 87 selling in Germany for the first time, participated in 8 shows of U.S.-made products. Immediate sales at these shows totaled $2.3 million, with an additional $17 million expected in subsequent sales.

Manufacturers interested in participating in this program may write to the Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

# 31 U.S. companies set to participate in Helsinki show

A total of 31 U.S. firms have signed up to participate in the Sept. 17-27 Helsinki International Trade Fair.

Automotive service equipment will be featured at this year's event. Products to be exhibited by U.S. firms include:

Engine testing equipment, ignition testing and adjusting equipment, electrical systems analyzers and test equipment, hydraulic equipment and jacks, and brake testing and service equipment and lining material.

Also featured will be steam cleaning equipment, special function power tools, wheel balancing and aligning equipment, tire recapping equipment, cleaners, polishes and automotive chemicals, equipment for trucks and buses, and lubricating and paint spraying equipment.

For an analysis of the automobile and automotive service market in Finland, as reported by the recent U.S. trade mission to that country, see story on page 6 of this issue.

**More information on international trade fairs may be obtained, unless indicated otherwise, from the Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C. 20230.**

**BIRD'S EYE VIEW: The Finnish Fair Grounds will open its doors in mid-September to thirteen U.S. automotive service firms who will exhibit their products at the Helsinki International Trade Fair. Demand for repair services should increase as the number of automobiles is expected to reach 726,000 by 1966.**

# Chilean Bank hits payments' backlog

The Chilean Central Bank is undertaking a systematic procedure for collecting long overdue overseas commercial debts.

All merchandise whose legal waiting period of 120 days after shipment was completed before July 31, 1963 may now be covered by commercial bank foreign exchange futures contracts regardless of the percentage category of advance import deposits applying to the merchandise.

Formerly, futures contracts were available only for merchandise for which the advance import deposit was 10% or less. The Central Bank will sell the necessary futures for this purpose to the importer's commercial bank.

The July 31 cut-off date is expected to be advanced eventually to Aug. 31, 1963. The result of these efforts should be to pay off all back debts, except those where an importer lacks the necessary Chilean currency to purchase available futures contracts, or except those where documentation is incomplete, and to pay off debts ineligible for financing under the Agency for International Development (AID) program loan to Chile, such as certain free port shipments.

Pre-August, 1963, debts were not eligible for financing under the recently concluded AID program loan to Chile. This loan, to be used for the purchase of goods and services from the U.S., was increased from $40 to $55 million.

## Philippines passes textile industry bill

An increase in the demand for imported producer goods used in the textile industry can be anticipated as a direct result of the recent passage of a new Philippine law designed to benefit the nation's depressed textile industry.

Because of declining profits, Philippine textile manufacturers have been finding it increasingly difficult to repay capital equipment loans.

The bill provides for 100% exemption from duties and taxes (except income tax) on imported raw materials, chemicals, dyestuffs, spare parts and the manufacture and sale of finished products from the date of approval through Dec. 31, 1971.

Beginning in 1972 the percentage of exemption is progressively reduced until Jan. 1, 1975, when the exemptions terminate.

The industry feels that this new bill, which is expected to be signed by the President, will be of significant help and make it possible for textile producers to compete with imported textiles and large quantities of textiles which come into the country illegally.

**CORRECTION**

A summary of changes in foreign government's import, exchange rules in the July 13 issue of INTERNATIONAL COMMERCE, page 36, reported that the Republic of Korea "now" requires exchange permits. This should be corrected to "exchange permits not required."

## Malaya places quota on sugar, molasses

The Malayan Government has placed the importation of refined sugar, raw sugar and molasses from all sources, including Singapore, on a quota basis under specific import licensing.

As of last June 12, permits to import raw sugar for refining and refined sugar for industrial use will be granted to bona fide sugar-consuming industries.

The first quota period is July 1 through Sept. 30 and the quota of imports is 35,000 metric tons. The quota will be prorated to importers on the basis of authenticated individual imports during the period Jan. 1 through June 11.

## German law translation

A translation of the German law on commercial distribution of fertilizers is now available. This ordinance lists the types of fertilizers admitted into Germany. It also provides for marking and labeling requirements, which took effect July 1. The translation can be obtained on a loan basis from the European Division, Bureau of International Commerce, Department of Commerce, Washington, D.C., 20230.

## Installment buying rules issued in Switzerland

New regulations on installment buying of automobiles, furniture and other movable goods have been issued by the Swiss Government.

A minimum down payment of 35% of the sale price and a payment of the balance within 1½ years now will be required on purchases of passenger automobiles. Mandatory down payment on furniture will be no less than 20% of the sale price, the balance to be paid within 3 years.

Items such as grand pianos, radio and television sets, and record players will not be classified as furniture for the purpose of the new regulations.

The required down payments for movable goods other than automobiles and furniture must not be less than 30% of the sale price and the allowed period for the payment of the balance must not exceed 2 years.

## Finland adopts new motion picture tax

Finland has adopted a new motion picture tax which varies according to the adjudged quality of the film.

If the motion picture is considered to be "artistically or ethically poor" a tax equivalent to 30% of the theater's box office receipts will be levied. Otherwise the film will be subject to a tax equal to 10% of receipts.

Scientific, educational, documentary, children's, and news films are exempt. For tax purposes no distinction is drawn between imported and domestic motion pictures. The new measure does not apply to films shown on television.

## Auto parts prices limited in Chile

The Chilean Ministry of Economy has ruled that the wholesale price for motor vehicle parts and accessories may not exceed by more than 15% the wholesale prices for such items which prevailed on February 26, 1963. The maximum retail mark-up continues to be 39%.

The Ministry has ruled that current prices must be reduced to comply with its ruling, and is preparing a maximum price list covering the more standard parts and accessories in cooperation with importers.

# U.S. adjusts export control rules on highly-refined, scarce products

## 'Positive List' revised to reflect COCOM recommendations during recent review of international trade controls

The Department of Commerce has tightened export controls over certain strategic items, and eased controls over others, in a revision of the "Positive List."

This list covers commodities and products for which a validated export license is required for shipments from the U.S., and is revised from time to time to meet changing conditions. In general, it embraces advanced types of equipment, highly-refined products, and commodities in short supply.

Revisions in the Positive List reflect recommendations made by the Coordinating Committee—(COCOM)—a group of representatives of a number of Free World Nations—during its recent review of international security trade controls.

Consistent with revisions in the international security control lists, the Department's Positive List has also been revised to show that import certificates no longer need be filed with license applications to ship certain commodities to COCOM countries.

### Coverage broadened

The additions include: Nuclear reactor generators, streak cameras for recording ultra-fast moving phenomena, certain synthetic rubbers, synthetic fibers, rovings and tapes, hydraulic fluids, lubricating oils and greases, detonating and priming compositions, plastics substances and manufactures, and propellants.

Coverage of the Positive List also was broadened to include special additional types of equipment in certain categories already listed. These include: testing equipment, equipment designed to provide a secrecy capability for analogue and/or digital transmissions, pulse modulators, triggered spark gaps, electron beam equipment, process control instrumentation, pumping equipment, cathode ray oscilloscopes, electrolytic capacitors and gyroscopic devices.

Items deleted are copper and copper-base semi-manufactures, including all wire and cable except certain specialized types of insulated wire and cable.

### Import certificates removed

The Import Certificate requirement was removed from nickel and alloys, cobalt and alloys, some cobalt-bearing alloy steels, electric power generating mobile units, some electronic equipment, metalworking presses having rated capacity of 10,000 tons or less, certain liquified gas containers and an extensive list of other items on the Positive List.

Additional details on the changes are reported in Current Export Bulletin 897, dated July 9.

## Mexican auto firm gets Eximbank loan

A $4.1 million Alliance for Progress loan has been authorized by the Export-Import Bank to Vehiculos Automotores Mexicanos, S. A. (VAM) of Mexico.

The principal shareholders of VAM are the Mexican financial institution, Sociedad Mexicana de Credito Industrial, S.A., American Motors Corp. and Kaiser Jeep Corp.

Proceeds of the loan will be used to help finance purchases of U.S. machinery, tooling and services required for construction of VAM's auto engine manufacturing plant near Toluca, 33 miles west of Mexico City. Total cost of the construction program is estimated at $7 million.

Among items to be purchased in the U.S. are machines, tooling, jigs, dies, gauges, foundry patterns and spare parts. VAM technicians are being trained here by the U.S. shareholders.

Present plans for the VAM plant are for the production of 8,000 engines a year in one shift, with provision for future expansion. VAM, American Motors and Kaiser Jeep have been preparing for the current engine plant project for several years.

The $4.1 million loan is repayable in 5 years commencing in 1966.

## Eximbank credit goes to Tunisian railroad

The Export-Import Bank has authorized a line of credit for $2.6 million in favor of Societe Nationale des Chemins de Fer Tunisiens (SNCFT), the national railroad of Tunisia.

Proceeds of the loan will be used by SNCFT to help finance the purchase in the U.S. of 12 diesel electric locomotives, spare parts, machine tools and other maintenance equipment needed for the railroad modernization program.

General Motors Corp., as the principal supplier, will furnish the 12 locomotives and will participate in the financing with Eximbank. Other items include U.S. purchases of a milling machine, lathes, tractors, foundry equipment and a molding machine. The total value of these purchases is approximately $2.9 million.

SNCFT is a Tunisian government-owned corporation serving the northern and central regions of the country and the coastal areas as far south as Sfax. The railroad modernization program started in 1962 to meet the needs of increased freight and pasenger traffic. It is expected that this program will contribute to increased agricultural, industrial and mining production in Tunisia.

## U.S., U.A.R. amend Food for Peace pact

The U.S. and the United Arab Republic have amended a Food for Peace agreement providing for sale of an additional $900,000 worth of frozen poultry (about 2.6 million pounds) from U.S. suppliers. The value includes ocean transportation costs.

The sale of the poultry will be financed through an amendment of a Title I, Public Law 480 agreement of October, 1962, with the United Arab Republic.

Payment will be in Egyptian pounds. The agreement provides that 85% of the Egyptian pounds received in payment will be made available for loans to finance economic development projects in the U.A.R.; 5% for loans to U.S. and U.A.R. private enterprise by the Agency for International Development and 10% for U.S. Government uses. Information regarding the private enterprise loans is available from AID.

Sales will be by U.S. private traders. Purchase authorizations will be announced later.

# Export rules on walnut sawmill products changed

### Validated export licenses now needed for 3 classes of walnut

In a move to improve the effectiveness of export control on walnut logs, the Department of Commerce has announced that a validated export license must now be obtained in order to export 3 classes of walnut sawmill products.

Under the order, issued by the Department's Bureau of International Commerce, validated licenses will be needed for the export of:

Walnut lumber, walnut furniture stock, and walnut small dimension stock, when material in any of these classes is 2½ inches or over in thickness, and 2 feet or over in length.

#### Former rules

Heretofore this material could be exported under a general license. The sawmill products exports will not be charged against the licensing quota for walnut logs when the importer certifies that the material is not to be used for veneer.

The restrictions, which went into effect July 2, will apply for the duration of export controls on logs, which were invoked last February 14.

Exempted from the restrictions are shipments of these commodities on dock, lighter, and exporting carrier, or in transit to a port of exit at the time of the order. These may be exported until July 23, under the previous general licensing provisions.

Export controls were applied to walnut logs by the Department of Commerce to conserve dwindling domestic supplies of this resource.

## Tariff Commission probes baby carriers from Japan

The Tariff Commission is investigating imports of plastic baby carriers from Japan, manufactured by Marui Corporation of Tokyo, to see whether a U.S. industry is being or is likely to be injured from such imports.

The investigation is being conducted upon advice of the Treasury Department that such baby carriers are being or are likely to be sold in the U.S. at less than fair value.

No hearing has been ordered. If a hearing should be ordered, due notice of the time and place will be given. Interested parties may, within 15 days after the date of publication of this notice in the Federal Register request a hearing, stating reasons for the request.

Written statements of pertinent information must be filed by August 10.

### Note to exporters

The Office of Export Control is receiving an increasing number of applications for export licenses which are not signed.

Prior to issuance of a license the Office must have the assurance of a duly authorized officer or agent as to the accuracy of the information stated. Much valuable time is lost by the exporter through return of the application for proper signature.

Exporters are urged to make a final check of their license application forms FC-419 to insure authenticity and completeness before mailing.

## Nigerian telecommunications get $3.2 million AID loan

Nigeria's 5-Year Telecommunications Expansion Plan will be helped through a $3.2 million development loan from the Agency for International Development.

A 5-year plan based on a study by Western Electric Company of the U.S., was recommended to modernize the present Nigerian telecommunications system.

Engineering services financed under the AID loan will be carried out by Western Electric. Engineers of this company will advise the Nigerian Government on the equipment and construction necessary for implementing the $52 million expansion program.

The Government will repay the loan over a 40-year period, including a 10-year grace period. Payment will be in U.S. dollars.

# Korea to increase power facilities with development loan

### $7.75 million issued under Colombo Plan to finance equipment costs

The Agency for International Development has agreed to finance a major expansion and improvement of Korea's electric power transmission and distribution system adding almost 200 miles of new transmission lines and 100,000 kilovolt-amperes of substation capacity, mostly in the northwest area around Seoul and Inchon.

The long-term development loan for $7.75 million issued under the Colombo Plan of which both Korea and the U.S. are among the 22-member countries, will finance the foreign-exchange costs of power lines, substation, switching and line protection facilities, distribution hardware and construction equipment. All purchases from AID funds will be from the U.S.

The loan for transmission and distribution lines is part of a program to enable Korea Electric Co. to deliver this power to its customers.

Total cost of the new transmission and distribution facilities to be assisted by AID has been estimated at $9,700,000. The AID loan will be made to the Government of Korea, which in turn will make the funds available to the Korea Electric Co., a majority-owned government corporation. KECO will provide the balance of the financing in local currency.

Terms of the loan call for repayment in dollars over 40 years.

## Iran airline to get U.S. advisory services

The Agency for International Development has authorized a $1.5 million loan to Iran for increasing Iranian participation in operation of Iran National Airlines.

The loan will finance services for 3 years of about 15 technical, managerial and training personnel to be supplied by Pan American World Airways under a pending contract with Iran National Airlines Corp.

# Finnish manufacturers offer U.S. firms licenses, joint ventures

## U.S. Trade Mission report cites investment potential for U.S. business here, in Finland

The U.S. Trade Mission to Finland through interviews with Finnish businessmen reports licensing offers for U.S. manufacturers as well as 10 opportunities for licensing and joint venture arrangements.

### Licenses offered

Names and addresses of the following Finnish companies offering manufacturing licenses to U.S. firms are available from Office of International Investment, Bureau of International Commerce, Department of Commerce, Washington, D.C., 20230, by referring to the file number assigned each opportunity. Brochures, if available, will also be supplied to U.S. manufacturers upon request.

Chair designer offers license for the U.S. production of stacking chair designed for use in convention rooms and other places where large numbers of chairs need to be stored in a small space. These chairs may be made of plastic with aluminum or stainless steel legs. They are patented in the U.S., England, Italy, France, Sweden, Finland, and Norway. **File 1262.**

Plastic housewares manufacturer seeks U.S. licensees to produce its door fixture which comes complete with doorbell, handle, mail slot, name plate. The fixture can be made of either plastic or metal. A U.S. patent has been applied for. **File 1263.**

Developer of new anti-corrosive metal coating, particularly adaptable for automobile undercoating is interested in having its coating produced in the U.S. either by a licensee or a joint venture with U.S. partner. **File 1264.**

Manufacturer of lightweight prestressed concrete products seeks U.S. licensees to produce its stairs and beams which utilize special techniques and formulas for lightweight concrete. **File 1265.**

### Licenses, joint ventures sought

Manufacturer of ladies' dresses, sportswear wants license to manufacture men's, women's, teen-age sportswear, nylon parkas for winter, sport jackets for summer. Pukumylly, Oulu. IR 223.

License sought by manufacturer of men's clothing, to produce well-known U.S. lines of sports coats, men's suits. Kauranen Oy, Hallituskatu 11, Tampere. IR 300.

Manufacturer of teen-age, high-school, college age men's, women's sportswear, wants to make contacts with similar manufacturers in U.S. to exchange style ideas; in some cases to manufacture in Finland under license agreement with U.S. manufacturer. V. Luhtanen Oy Ltd., Vesijarvenkatu 15, Lahti. IR 217.

Furniture manufacturer seeks license or joint venture arrangement with U.S. furniture company. Hameen Kalustaja, Savon Valtatie, Lahit. IR 78A.

Producer of bleached Kraft pulp seeks licensee from U.S. on chemical upgrading of turpentine. Oulu Osakeyhtio, OO, Oulu. IR 226.

Hand files manufacturer seeks license to make rotary files of steel and carbide for manufacture in Finland. Viialan Viila Oy, Viiala. IR 301.

Meteorological equipment manufacturer wishes to manufacture meteorological equipment under license arrangement or joint venture. Vaisala Oy, Box 2191 Helsinki Toolo. IR 8B.

License sought for manufacture of dishwashers for home, wheeled earthmoving equipment. W. Rosenlew & Co., Porin Konepaja, Pori. IR 317.

Machinery manufacturer seeks license to make high pressure wheel pumps, rotary and screw pumps, axial cylinder pumps, piston pumps, industrial hydraulic valves. Jamsan Konepaja, Anjankatu 1, Lahti. IR 216A.

Lamp manufacturer seeks license for production of any U.S. table, floor, ceiling light fixtures, light metal products, such as toasters, broilers. Sahko-Vikstrom O/Y, Seponkatu 7, Lahti. IR 213A.

### LICENSING ARRANGEMENT

Bus, coach and commercial vehicle bodybuilders, interested in licensing arrangement with U.S. company for manufacture of items similar to its own production.

Write: Duple Motor Bodies, Ltd., Edgware Rd., The Hyde, Hendon, London, N.W. 9, England.

### WATER FILTERING APPARATUS

Manufacturer of line of water filtering apparatus, heavy-duty hoses, wet-type dust removal equipment, seeks joint venture or licensing arrangement with U.S. manufacturers of water filtering apparatus.

Write: Chemie- und Anlagenbau, Dipl. Ing. H. Zebisch & Co. K.G., Passauerstrasse 125, Schaerding, Upper Austria.

# Report shows good field for furniture production in Nigeria

## U.S. furniture manufacturers advised to consider investment

Nigeria has excellent opportunities for U.S. manufacturers and potential investors in the production of wooden furniture, according to a feasibility study, "The Nigerian Wooden Furniture Industry."

The 134-page study was prepared by Arthur D. Little Inc. for the Federal Government of Nigeria as part of a program of technical assistance sponsored by the Agency for International Development. It is based upon Nigeria's competitive advantage in low-cost labor, adequate supplies of tropical woods and excellent investment climate.

The study estimates that the furniture manufacturing operation would return a profit before taxes of about $288,000 on sales of $1.6 million, representing a total return on investment in plant, equipment and working capital of about 32% and a return on sales of about 18%.

Capital requirements for plant and equipment would total about $600,000, including about $100,000 for the lumber-processing unit, $400,000 for furniture fabrication facilities, and $100,000 for overseas warehousing and reassembly. In addition, about $300,000 will be needed as working capital.

### Overseas branch preferred

To be successful, a Nigerian export furniture operation would have to have a marketing partner or branch in the overseas country. A Nigerian furniture plant set up by an overseas furniture producer or marketing organization with established outlets would be preferred.

The overseas marketing organization should have a warehouse with space for reassembling knocked-down items and for storing enough furniture to provide a delivery schedule equal to those of local producers. The marketing group should also be prepared to employ the merchandising tools used by the trade.

Of the countries studied, the U.S. and the United Kingdom offer the best potential export markets for Nigerian furni-

ture, with France and West Germany also being important.

The report concludes that there is a large potential for increased furniture consumption by the rapidly growing Nigerian "middle class," and that consideration should be given to establishing a retail furniture chain with stores in the major cities of Nigeria. The chain could be cooperatively owned by several of the existing furniture manufacturers or could be a separate operation.

Firms experienced in the wooden furniture or allied industries interested in investment in Nigeria may procure a copy of the study without charge from a limited supply available by writing under their letterhead to Economic Development Section, Arthur D. Little, Inc., Acorn Park, Cambridge, Mass. 02140.

# Dahomey retail business for sale

A retail business in Dahomey, with 5 general stores now in operation, is for sale. The firm, Valla et Richard, was established in 1902 and caters mostly to the local French communities. It has been the principal supplier of high-quality foodstuffs and clothing in the area.

It also merchandises wines and spirits, glass and china, silverware, fabrics and toiletries. In 1963, reportedly a low year, the volume of business amounted to some $600,000.

The principal store is located in Cotonou, on a site occupying 1,275 square meters with a 40-meter frontage. This improved property is worth perhaps $140,000 at present prices.

The building, a substantial 2-story cement structure, was first built in 1920 but in 1949 was completely renovated with a new wing added. The store has a cold room for storage and display of all perishables; the equipment and furnishings in it and in other parts of the store amount to about $22,000.

A reasonable price for this family-owned business, the owners suggest, would be a figure corresponding to a year's annual turnover less the amount of indebtedness to creditors, which at the beginning of June, 1964, amounted to the equivalent of $160,000.

Write: Valla et Richard, Boite Postale 49, Cotonou, Dahomey.

# Bombay firm asks U.S. help in making counters, meters

## Technical assistance, capital sought in joint venture proposal

A Bombay firm engaged in the importation and distribution of watches and timepieces, wishing to diversify business activities, proposes a joint venture with a technically qualified U.S. company for the manufacture in India of mechanical counters and tachometers.

According to the firm, a local research organization has found that there is a progressively growing market for meters, mechanical counters and tachometers, requirements for which at present are met mostly by imports.

The market survey reportedly indicates a good scope for the manufacture of all types of counters, especially counters used in electric watt hour service meters and water meters and to a lesser extent stroke counters, revolution counters and pick and hank counters.

### Production for export

The firm envisages 85% of the production of the proposed venture being marketed domestically and 5% exported abroad.

The U.S. participant would be expected to contribute 49% of the total equity capital of $420,000, which would be utilized for the importation of the required equipment and the provision of technical know-how. The firm and its associates would raise the remaining 51% of the capital in domestic currency for meeting local construction costs and providing working capital.

Land, power, water supply, semi-skilled labor and other production facilities are available in Bombay where the proposed plant is likely to be located.

The firm states that it has been orally assured of the industrial license by the Indian Government if such a need arises. However, the terms of collaboration agreements between Indian and foreign firms are subject to review and clearance by the Government.

U.S. manufacturers interested in participating in this proposed joint venture write: Gupta & Goel, 78/78A Abdul Rehman St., Bombay 3, India.

## Ivory Coast bank helped by AID loan

An Agency for International Development loan of $5 million to the Banque Ivoirienne de Developpement Industriel will help provide a source of medium to long-term credit for the promotion of local industrial enterprises in the Ivory Coast.

The new bank, to be located in Abidjan, is being co-sponsored by the Chase International Investment Corp. and Lazard Freres and Co. of New York. It will be capitalized at $2.8 million with equity investment being made available by the Government of the Ivory Coast, the co-sponsors, possibly the International Finance Corporation and private and semi-private banking institutions in Europe and the Ivory Coast.

In addition to the AID loan, the Government of the Ivory Coast is making an interest free credit of $5 million to the bank.

Ninety percent of the AID loan funds will be restricted to procurement in the U.S. Up to $500,00 of the loan proceeds may be used for local costs within the Ivory Coast.

The Bank will repay the loan to the Ivory Coast Government over 20 years, including a grace period of 5 years. The Government of the Ivory Coast will repay the loan in dollars to AID over 40 years, including a 10-year grace period.

## Imported grain taxes abolished in Iran

Iran has abolished the "commercial profits tax" of about U.S.$0.02 per kilogram on imported rye, barley, oats, corn and millet, making these grains free of both customs duties and taxes.

The customs duty on all rice remains at about U.S.$0.013 per kilo, with a commercial profits tax of about U.S.-$0.052 per kilo, except on broken and unhusked rice, which is tax-free.

## Labeling requirements

A list of those items subject to Austrian marking and labeling requirements, with citations and, in some cases, summaries of the applicable laws and ordinances, is now available upon request from the European Division, Bureau of International Commerce, Department of Commerce, Washington, D.C., 20230.

# Congo issues tender for pharmaceuticals valued at $1 million; bids asked

The Government of the Republic of the Congo has issued a tender covering nearly 100 items, with an estimated value of $1 million. Bids for items or groups of items should be sent to Monsieur le Secretaire Permanent, Conseil Adjudications du Government Central, B.P. No. 10 G.C. Leopoldville/Kalina, Republique du Congo.

The tender No. is 8/2535/64. Bid deadline is Aug. 12 at 9 a.m. Correspondence should be in French.

Among the pharmaceuticals are injectables such as: caffeine; chlorhydrate emetine, morphine and pethidine; chloramphenicol; dipyrone; insulin; heparin; chloroquine; phenobarbital; sulfadimidine and plasma with accessories.

Other medicinals to be purchased include the following products in capsule form: tetracycline; chloramphenicol; dilantin; acetyl salisylic acid; chlorhydrate ephedrine; chloroquine; dipyrone; pyrimethamine; aspirin w/ phenacetin and caffeine; phosphate piperazine; irgapyrine; 15 million "dragees glutenises de P.A.S. sodique," 0.5 grams; phenobarbital; sulfamerazine; and sulfasuxidine.

Other products listed are: laudanum; penicillin potassium G; dihydrostreptomycin; antitetanus and anti-diphtheria serums; polyvalent anti-venon serum; and vitamins B-2, B-6, C, nicotinamide and vitamin B-complex.

Nine items of medical supplies are also included: "bandes platrées," 5 cm., 7 cm., 10, 12 and 15 cm., all in containers of 10 "bandes" each; and "bobine de spardrap adhesif" and elastic adhesive in various sizes.

Payment should be requested in the form of an irrevocable letter of credit. As there are no discriminatory tariffs, U.S. products with competitive prices can be accepted.

A copy of the tender, which is in French, can be obtained by firms located in the U.S. from the Chemicals & Allied Products Division, BDSA 301, Rm. 4421, Department of Commerce, Washington, D.C., 20230. Telephone: 202-WO 7-3394.

## Korea requests tenders on broadcast equipment

The Republic of Korea, under Invitation to Bid No. KFX-4046-S, has requested tenders to be submitted for broadcast equipment (P.R. No. 64-G-38) and assorted aviation parts (P.R. No. 64-G-43).

Broadcast equipment includes quantities of 10 KW diesel generators, 4 channel SSB transceivers, AM/FM and FM receivers respectively.

Aviation parts include various mechanical, electrical and electronic components.

Tenders must be prepared and submitted separately to: The Office of Supply, Government of The Republic of Korea, Seoul, Korea. Bid deadline is July 30.

A copy of the specifications may be obtained from the Office of Supply, Government of The Republic of Korea, Seoul, Korea, or to firms located in the U.S. on a loan basis from the Electronics Division, BDSA-308, Rm. 4117, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-4036.

## Egypt needs 3 oil experts

The Eastern Petroleum Co. of Egypt has openings for a planning expert, an industrial engineer and a production engineer.

Each should have a minimum of five years' experience in drilling and production activities, with general experience ranging from 15 to 20 years. The period of service is anticipated as 6 to 9 months.

In general, the first two months will be devoted to studying and surveying conditions; the third and fourth months to writing reports, working out recommendations, conducting trial performances of suggested procedures, and training personnel, and the following months, to evaluation and appraisal of the plans.

A description of the duties and responsibilities of the positions is available from the Trade Opportunities Staff, BDSA-111, Rm. 4203, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-4675.

Applications and pertinent inquiries should be addressed to the Embassy of the United Arab Republic, Commercial Office, 2215 Wyoming Avenue, NW., Washington, D.C. 20008.

## Germany opens tenders to U.S. bidders for NATO infrastructure projects

The Federal Republic of Germany will invite bids on 3 NATO Infrastructure projects outlined below under international competitive bidding procedures. U.S. firms, certified eligible to participate are invited to submit their applications on a specially designated form and filing fees to the appropriate executing agency. The form is available on request from BDSA's Trade Opportunities Staff, BDSA-111, Department of Commerce, Washington, D.C. 20230.

U.S. firms not already certified to participate in NATO should submit a resume of their experience to the Staff, a recent annual report, and a completed copy of the General Services Administration's standard form 129.

BMVtdg No. 68-25-24-21-26, "Earth work, road and building construction" in Lower Saxony calls for a one-storey, 600 sq.m. building, roads, drainage and supply lines and wire fencing. Deadline: Aug. 4. Filing fee: DM80 (approx. $20).

BMVtdg. No. 68-25-43-21-27 and BMVtdg. 68-25-43-21-28 are also titled: "Earth work, road and building construction," and call for similar supplies and services as described above. The deadlines are August 4 and July 21 respectively with a filing fee of DM 80 (approx. $20) for each.

# Feeder canal construction bids requested by Iraq for irrigation project

The Directorate General of Irrigation, Ministry of Agrarian Reform, Baghdad, invites bids on the Kirkuk Irrigation Project under Contract Nos. 3A, 3B and 3C for construction of the Kirkuk Feeder Canal.

Bid deadline is September 19, 12 o'clock noon, local time.

The tender calls for bids on the construction and lining of about 20 miles of canal with a capacity of approx. 74 thousand gallons of water per second between Dibbis and Wadi Naft, located about 15 miles west of Kirkuk. Collector drains for storm water disposal, 9 under culverts and 2 bridges over the canal are included.

The work is divided into 2 parts, or 2 separate contracts, 3A and 3B, or the work can be awarded under one contract No. 3C. Total quantity of work under contract No. 3C includes more than 25 million cu. yd. of excavation; more than 1½ million cu. yd. of compacted embankment fill; about 1 million cu. yd. of gravel for canal lining and drains; over 16½ thousand cu. yd. of reinforced concrete and over 436 thousand sq. yd. of P.V.C. sheeting for canal linings.

Tender document sets are available on payment of $140 (not refundable) from the Legal Section of the abovementioned Directorate. Documents may be inspected at the above and also at the Embassies of the Republic of Iraq in Washington, London, Rome, Moscow, Bonn, Paris, and Tokyo or at the Legations of the Republic of Iraq in Vienna, Geneva, Brussels, Belgrade, Sofia and Prague or at the offices of the Consulting Engineers, Binnie and Partners, in London and Baghdad.

## Greece extends deadline on NATO ropeway project bids

The Greek General Air Staff has extended the deadline from June 25 to Aug. 20 for submission of bids on its NATO tender for the construction of an aerial ropeway on Vitsi Peak, estimated cost $280,000.

Although the deadline for submission of applications to receive the tender documents was May 5, the Staff will accept applications from and it will make available tender documents to interested U.S. firms regardless of their having formally expressed their interest in participating in the bid. The tender documents, which have been reclassified "Unclassified," are available at the cost of 100 drachmas or about $3.50 per set.

This invitation to bid is open only to U.S. firms certified eligible to participate in NATO International Competitive Bidding which have successfully performed, either individually or in joint ventures similar projects valued at no less than $168,000.

Firms interested in participating in this project should contact the Public Works Directorate, General Air Staff, 9 Lykourgou St., Athens.

## Colombia needs supplies for port improvements

Empresa "Puertos de Colombia" will purchase materials for port improvements. These materials will be partially financed with funds of the Inter-American Development Bank, within the Alliance for Progress program.

Bid deadline for the following tenders is Aug. 13.

Tender No. 2—BID, steel sheet piling, structural type, for enlargement of main pier.

Tender No. 3—BID, electrical supplies for warehouse of inflammable merchandise.

Tender No. 4—BID, miscellaneous supplies for oil pier and pipeline.

Tender No. 5—BID, miscellaneous railroad supplies for sidings and yards.

Tender documents and specifications in Spanish are available from Empresa "Puertos de Colombia," Sección de Pedidos y Suministros, Carrera 10, No. 15-22, Bogotá, Colombia, against payment of 100 pesos per copy of Tender No. 2-BID; 100 pesos per copy of Tender No. 3-BID; 300 pesos per copy of Tender No. 4-BID and 100 pesos per copy of Tender No. 5-BID. Current free market rate of exchange is approx. 10 pesos per $1.

Tender documents and specifications, in Spanish, may be examined in the Iron and Steel Division, Business and Defense Services Administration, Rm. 4222, Department of Commerce, Washington, D.C.

## Sudan plans HF system

The Republic of the Sudan, Ministry of Communications, has invited tenders for installation of an HF (SSB) radio telephone system. This network will provide direct air traffic speech circuits to link Khartoum with Cairo and Nairobi, and fixed radio-telephone service between Khartoum and five other airports in the Sudan.

Installation requirements include two 1 kw, 3-22 mc transmitters, three 3-22 mc and five 3-16 mc receivers at Khartoum; five 300 w, 3-22 mc transmitters and five 3-16 mc receivers at outlying airports. All equipment will be capable of remote frequency selection.

Bid deadline is July 30. Tender identification code is: P&T/Stores/15-6-63 (contract No. 180.)

Copies of the specification may be obtained from the Department of Posts & Telegraphs, Ministry of Communications, The Republic of the Sudan.

A copy of the specification is available on a loan basis to firms located in the U.S. from the Electronics Division, BDSA-308, Rm. 4117, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-4036.

## Greece requests bids on telecommunication needs

The Hellenic Telecommunications Organization, Ltd. of Greece, is inviting bids on electronic instruments used in testing communications circuits and equipment. Tender No. 6292 calls for 79 varieties of instruments totaling 307 items for an estimated value of $270,000.

Bid deadline is Aug. 27. Interested U.S. firms should contact the Hellenic Telecommunications Organization, Ltd. (OTE), Supply Dept. 20 Patission St., Athens.

Terms and specifications are available to firms located in the U.S. on a loan basis from the Scientific, Photographic & Business Equipment Division, BDSA-311, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-2939.

## Tubewell specialists sought by Pakistan

The West Pakistan Land & Water Development Board requires the services of three U.S. experts on the subject of tubewells, to be financed under an A.I.D. Loan. Specialists are required for pump maintenance, electric motor maintenance and tubewell maintenance.

Letter of Enquiry containing the terms of reference and job descriptions may be obtained from the Consulate General of Pakistan, 12 East 65th St., New York, N.Y.

A copy is also available from the Trade Opportunities Staff, BDSA-111-AY, Rm. 4203, Department of Commerce, Washington, D.C., 20230. Telephone: 202-WO 7-4675.

## Radio equipment sought

The Ministry of Agriculture (Direction General of Forests & Services) is again requesting tender submissions on tender invitation No. C/758/62. This call was originally issued in February 1963 and again in September 1963.

Supplies and services for 70 each 60 watt base stations, 70 base receivers, 30 each 15 watt vehicle stations, and 150 each 6 watt portable stations. The equipment is for simplex operation in the 25-54 mc (frequency) range.

Bid deadline is August 24 at 12 noon at the offices of Direction C, State Purchases, 50 Socratous St., 4th Floor, Athens, Greece.

A copy of the specification and recent amendments may be borrowed for a short term loan by firms located in the U.S. from the Electronics Division, BDSA-308, Rm. 4117, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-4036.

## Turkey to build brewery

The General Directorate of Monopolies, Purchase Committee, in Istanbul has issued a tender for a brewery in Yozgat. The brewery is to produce 2,000 tons of malt and 100,000 hectoliters of beer a year.

Bid deadline is Dec. 22.

Firms are required to inform the Monopolies Administration by August 3 if they are interested in bidding on this project. Firms considered acceptable for bidding will be provided specifications upon payment of $5.55.

## Bid deadline extended for Greek NATO tender

The Royal Hellenic Navy General Staff is extending the bid deadline on the NATO tender for "Electromechanical and Electronic Installations at the Store of the National Heirloom" from July 21 to Aug. 18.

## Italy issues tender for NATO construction project

The Italian Ministry of Foreign Affairs has announced NATO Infrastructure project 200, calling for construction of new facilities for conversion of the certain facilities at Cameri Airbase (Novara) to conform to new NATO criteria. Estimated cost of this project is 270 million lire (1000 lire = US$1.60). Specifically, the project calls for construction of new buildings, enlargement of existing buildings for a total of approx. 1500 sq. mi., including electrical and heating plants, a water distribution system and roads.

U.S. firms certified eligible to participate in NATO Infrastructure and interested in participating in this project must submit their applications on a specially designated form to the Minisero Difesa-Aeronautica, Direzione Generale Demanio, Ufficio Sutdi, Rome, Italy, before July 23. A copy of the form is available from BDSA, Trade Opportunities Staff, U.S. Department of Commerce, Washington, D.C. 20230.

Firms not already certified for NATO may request certification by submitting to the Trade Opportunities Staff a resume of their qualifications, a recent annual report and a completed copy of the General Services Administration standard form 129.

## UAR invites bids for communication systems

The UAR Ministry of Communications requests submission of tenders for the supply and installation of a VHF/FM Fixed/Mobile Railway Radio System, a Microwave System for lower and upper Egypt, and a Trunk Cable Scheme for upper Egypt.

Each tender may be submitted separately in English pursuant to reference No. 56/63 P. Radio.

Bid deadline is November 11 for the three projects.

Copies of the specifications may be procured from the Assistant Director General, Telecommunications Organization, Radio Communications Administration, Opera Exchange Bldg., Opera Square, P.O. Box 795, Cairo.

A copy of the specifications is available on a loan basis to firms located in the U.S. from the Electronics Division, BDSA-308, Rm. 4117, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-4036.

## NATO construction project in Turkey open for bids

The Turkish NATO Naval Infrastructure Bureau has issued an invitation to bid for construction of a pier and miscellaneous work. The project is estimated to cost about $154,000.

U.S. NATO-qualified firms are requested to make their desire to participate in bidding for this project known by July 30 to: NATO Naval Infrastructure Bureau, Paris Caddesi No. 52/7, Kavaklidere, Ankara. Firms must have a clearance from the Department of Defense in order to obtain a copy of the notification which is available from the Trade Opportunities Staff, BDSA, U.S. Department of Commerce, Washington, D.C. 20230.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

*Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for negotiations resulting from these contacts.*

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by U.S. firms in this country from BDSA; telephone numbers indicated. To avoid delay, requests for loan material should include country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing Commodity Export Promotion Staff, BDSA-111, Department of Commerce. The I.R. (interview report) number is requested in correspondence. NCIA following indicates no commercial information available.

**WTD** indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commercial Intelligence Division, Bureau of International Commerce (BIC), Department of Commerce, Rm. 6059 B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report.

# Leads for Exporters

*Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.*

## 011 Field Crop Farms

**FRANCE**—Fodder grass, grass-seeds, good quality (vetch, ray-grass, lucern, and others) suitable for sale in France; requests replies from producers only. Etablissements L. Lasserre (importer, exporter), 1-3 Rue de la Charité, Toulouse, Haute-Garonne. WTD 4/15/64.

**PAKISTAN**—Cauliflower, cabbage, tomato, lettuce, spinach, nolkhol, carrot, beet, brinjal, ladies finger (hibiscus esculentus) and turnip seed of highest quality and percentage of germination, of varieties grown in the southern region of the U.S.; requests quotation by cable followed by detailed offers by letter for 2,000 lb. of such seed; specifications of variety of seeds and other details are available on loan basis from the Trade Opportunities Staff, BDSA-111, Rm. 4203, Department of Commerce, Washington, D.C. 20230. East Pakistan Agricultural Development Corp. (quasi-government agency), 58 Motijheel Commercial Area, Dacca 2.

**SWEDEN**—Raw cotton. Mellander & Ericsson AB (wholesaler, agent), Box 416, Göteborg 1. WTD 6/10/64.

## 145 Clay, Ceramic, Refractory Minerals

**GERMANY**—Wyoming bentonite, crude, for foundries. Quotations cif European ports. Kernfest KG., Arthur Braun & Co., Chemische Fabrik, 16 Reisholzstrasse, 401 Hilden/Rhld. WTD 6/22/64.

## 200 Food

**★★ FINLAND—Trade Mission**

Dried fruits, dried vegetables, soft drink concentrates. Selling Agents. Mr. Heiskanen, Managing Director, T:mi ICB, Salomonkatu 17 D, Helsinki. WTD 12/17/63. I.R. 93A.

Food, dairy, confection items. Representation. von Essen, Carl Jurgen, Oy Rastor Ab, Materials Handling Dept., Lonnrotinkatu 13, Helsinki. I.R. 14.

## 201 Meat Products

**GIBRALTAR**—Canned meats such as corned beef, luncheon meats. Direct purchase and agency. Prices must be competitive with those in Europe. Cassaglia Brothers, Ltd. (importer, retailer, commission agent), 9 Irish Town, Gibraltar. WTD 8/22/63.

## 203 Canning, Preserving Foods

**★★ FINLAND—Trade Mission**

Canned foods. Mr. Westerberg, Sales Manager, Jalmari Sairanen Oy, Tallbergink 2, Helsinki. WTD 11/1/63. I.R. 32.

**FRANCE**—Frozen offals, fishes, lobsters. Direct purchase and agency. A. Oulhen & Fils—Les Grands Viviers de Primel (manufacturer, importer, wholesaler), Plougasnou (Nord Finistere). WTD 6/1/64.

Canned fruits, fruit juices and vegetables; direct purchase and agency. Charles-Albert Levasseur (importer, dealer), 32 Rue Anatole France, Lille (Nord).

**GERMANY**—Canned dehydrated pineapples, in slices or pieces; offers on cif Hamburg price basis should be accompanied by samples. E. H. Worlee & Co. (importer), Bellevue 7, Hamburg 39.

Dried juniper berries, inedible, to be used for smoke curing, in 10 to 20 ton lots. Hermann Laue (importer), Schanzenstrasse 58-60, Hamburg 6.

**GIBRALTAR**—Jams in 1-lb. jars. Direct purchase and agency. Prices must be competitive with those in Europe. Cassaglia Brothers, Ltd. (importer, retailer, commission agent), 9 Irish Town, Gibraltar. WTD 8/22/63.

Canned fruits. Direct purchase and agency. Prices must be competitive with those in Europe. Vennan Trading Agencies (importer, wholesaler, retailer, commission agent), 142 Main St., P.O. Box 323, Gibraltar. WTD 10/22/63.

## 204 Grain Mill Products

**NORWAY**—Barley for brewing, two row, 9-12% moisture, less than 11% protein content, must germinate 95-98%; feed grains, rye, milling grains. Direct purchase and agency. Albert Killen A/S (broker), Oppg. C6, Oslo Havnelager, Oslo. WTD 9/10/63.

## 213 Tobacco

**GERMANY**—Tobacco for pipe smoking, replies from manufacturers only, cif European ports. Otto Beckmann & Co. (manufacturer), 61 Borriesstr., 498 Buende/Westf. WTD 6/11/64.

## 221 Broad Woven Fabric Mills, Cotton

**AUSTRALIA**—Sheets, pillowslips, towels (bath & kitchen), table napkins, in gift presentation boxes, novelty packaging such as with place mats, ceramics, woodenware. Direct purchase and agency. W. Brash Macarthur Ltd., Macarthur House, 251-255A Clarence St., Sydney. WTD 6/24/64.

## 222 Broad Woven Fabric Mills, Manmade Fibre, Silk

**GERMANY**—Rayon, silk, cotton, wool and staple in solid colors as well as rayon and cotton prints for manufacture of ladies' dresses; price quotations cif European ports, requests replies in German. Gregor Mai KG. (manufacturer), 2 Lindenweg, 471 Luedinghausen. WTD 6/15/64.

## 223 Broad Woven Fabric Mills, Wool

**FRANCE**—Foam-back woolen fabrics. J. Danal (manufacturer), 6 Rue du Parc Royal, Paris 3e. WTD 6/24/64.

**IRAN**—Haircloth interlinings, second quality. Quantities and other specifications to be deter-

mined through direct correspondence. Sherkat Nesbi George & Edward Nissan (importer), Sedalan Malek, Seraye Ali, Bazaar, Tehran. WTD 11/2/63.

## 224 Narrow Fabrics, Other Smallwares Mills

**★★ FINLAND—Trade Mission**

New fabrics for men's and women's sportswear. Mr. Eero Kestila, President, Kestila Pukimo Oy, Brahenk 10, Turku. WTD 2/3/60. I.R. 323.

Fabric for men's shirts. Mr. Pentti Viheria, Sales Manager, Leino-Tuote Oy, Ruissalontie 19, Turku. WTD 1/28/64. I.R. 325.

Synthetic textile fibers. Agency. Mr. Hjelt, Managing Director, T:mi E. A. Hjelt, Et. Makasiininkatu 4, Helsinki. WTD 3/2/62. I.R. 10.

Raw materials such as yarns, woolens and cottons for manufacturing raincoats and men's shirts. Mr. Hallapera, Managing Director, T:mi Hallapera, Kapteeninkatu 26A, Helsinki. WTD 10/22/54. I.R. 11.

Ladies' wear fabrics (piece goods) of cotton, silk, rayon and wool. Mr. C. Bertel, Managing Director, Oy Christian Bertel Ab, Simonkatu 10, Helsinki. I.R. 28.

## 228 Yarn, Thread Mills, Products

**ENGLAND**—Filament synthetic yarns, flat, uptwisted or crimp, or otherwise modified for all purposes. Geoffrey E. Macpherson Ltd. (importer, manufacturer), Yarn Merchants, 2/4 Bridgford Rd., West Bridgford, Nottingham. WTD 6/10/64.

## 229 Textile Goods

**★★ FINLAND—Trade Mission**

Textiles for use in railroad cars and ships; also general textile fabrics. Direct from manufacturers. Mr. Laakso, Managing Director, Yrjo Laakso & Co. Oy, Hallituskatu 17, Helsinki. WTD 2/28/62. I.R. 35.

Yarn for sweaters, knit dresses, acetate and nylon filament; also braiding, other decorations (trimmings) for sweaters, knit dresses, women's underwear. Mr. Arto Arjala, Orimattilan Kutomo Oy, Lahdenkatu 13, Lahti. I.R. 204.

**SOUTH AFRICA**—Dress fabrics for bridal gowns and cocktail frocks only. Marina Fashions (Pty.) Ltd. (importing distributor), 172 Long St., Cape Town.

**SWEDEN**—Cotton waste wiping rags for cleaning engines. Göteborgs AB Axel Christiernsson (wholesaler, agent), Postfack 147, Göteborg 1. WTD 6/10/64.

## 230 Apparel

**★★ FINLAND—Trade Mission**

Men's, women's raincoats, sweaters. Mr. Hallapera, Managing Director, T:mi Hallapera, Kapteeninkatu 26A, Helsinki. WTD 10/22/54. I.R. 11.

Men's, women's, children's, infant's wear; also dacron curtain material 1.2-2.5 meters in width. Mr. Paavo Toivonen, Managing Director, Pohjanmaan Kauppiaiden Oy, Albertinkatu 24, Oulu. WTD 1/16/62. I.R. 229.

**SOUTH AFRICA**—Women's ready made clothing. Marina Fashions (Pty.) Ltd. (importing distributor), 172 Long St., Cape Town.

## 232 Men's, Youths', and Boys' Furnishings

**★★ FINLAND—Trade Mission**

Skiing sweaters, ski clothes and knitwear for men. Mr. Hyry, Director, Kommandiittiyhtio Kaarlo Hyry, Pikisaari, Oulu. NCIA. I.R. 225.★

Men's shirts, pyjamas, ties, sportswear; other similar products. Agent. Mr. Andberg, Director, Oy Malli-Eeva, Erottajankatu 5, Helsinki. I.R. 16.

**GIBRALTAR**—Men's, youths', boys' ready-to-wear clothing. Direct purchase and agency. Viroomal (commission agent, importer, retailer), 29 City Mill Lane, Gibraltar. WTD 10/22/63.

## 233 Women's, Misses', Juniors' Outerwear

**FRANCE**—Women's and misses' coats and suits, high quality; requests replies in French. Sport-Jeune (manufacturer), 103 Rue Réaumur, Paris 2e. WTD 8/14/63.

**GIBRALTAR**—Inexpensive dresses for women and misses. Direct purchase and agency. Pohoomull Brothers (Europe) (importer, exporter, retailer, wholesaler), 101-103 Main St., Gibraltar. WTD 10/17/63.

Ready-to-wear dresses for women and girls; medium to low priced. Direct purchase and agency. Viroomal (commission agent, importer, retailer), 29 City Mill Lane, Gibraltar. WTD 10/22/63.

**NETHERLANDS**—Aprons, the so-called "oven-mitts"; original designs and combinations requested. Direct purchase and agency. Praktix Mfg. Co. (sales agent, importer), 334 Osdorpplein, Amsterdam.

## 234 Women's, Misses', Children's, Infants' Undergarments

**★★ FINLAND—Trade Mission**

Readymade ladies' underwear. Mr. C. Bertel, Managing Director, Oy Christian Bertel Ab, Simonkatu 10, Helsinki. I.R. 28.

Women's slips, blouses, nightgowns, sleepwear, undergarments, price range retail of $2 to $10. Mr. Jorma U. Heikkinen, President, Tricol Oy, Elimaenkatu 30, Helsinki. WTD 3/17/64. I.R. 6.

## 241 Logging Camps, Logging Contractors

**TRINIDAD, W.I.**—Pitchpine logs; Canadian cedar logs. Ramsingh's Hardware (importer, wholesaler, retailer, manufacturer), 219 Southern Main Rd., California. WTD 6/26/64.

## 242 Sawmills, Planing Mills

**FRANCE**—Hard and soft wood, primarily Douglas fir; also Sitka spruce, red and sap gum; other categories suitable for sale in France, at competitive prices. Société Méneret & Cie. (dealer), 72 Quai des Chartrons, Bordeaux, Gironde. WTD 6/26/64.

## 259 Furniture, Fixtures

**HONG KONG**—Venetian blinds, all kinds. The Dragon Seed Co., Ltd., 37-39 Queen's Rd. Central. Hong Kong. WTD 5/27/63.

**NETHERLANDS ANTILLES**—Curtain rods, direct from factory. Texas Furniture Store (importer, retailer, wholesaler), 5 Emmastraat, Aruba. WTD 6/4/64.

## 261 Pulp Mills, Products

**BRAZIL**—Pulp for paper mills, mechanical or chemical, bleached and unbleached. Direct purchase and agency. Talamac S.A. Máquinas Industriais (importer, agent), Caixa Postal 4037, São Paulo. WTD 10/31/62.

## 262 Paper Mills, Products

**PAKISTAN**—Paper: 18″ x 23″, 23″ x 36″, 49 grms; 20″ x 30″, 30″ x 40″, 89 grms; (Offset paper); 29″ x 44″, 36″ x 46″, 40 grms; (Kraft) 20″ x 30″, 23″ x 36″, 90 grms; (Art) and imitation art; 26″ x 40″, 105 grms. Popular Paper Mart, 1 Gunpat Rd., Anarkali, Lahore. WTD 6/22/64.

Offset printing, ledger, bank, parchment, boards. A. A. Ansari & Co., Sh. Inayatullah Bldg., Anarkali, Lahore. WTD 5/28/64.

**SWEDEN**—Paper wipers for factories. Göteborgs AB Axel Christiernsson (wholesaler, agent), Postfack 147, Göteborg 1. WTD 6/10/64.

## 264 Converted Paper, Paperboard Products

● **IRAN**—Multi-wall kraft shipping sacks, 2 million, for cement capacity 50 kgs., 100% kraft paper, 70 grms./sq.m., 5 ply, with automatic paper valve, glued both ends with dimension 67 x 49 x 9 cm. printed in blue color "REY CEMENT" in Persian language. Bid deadline September 8. Ministry of Economy—Iran Factories Co., Office of Bldg. Materials, Pahlavi Str. Firouzgar Ave. No. 11, Tehran.★ (Telephone: 202-WO 7-3965).

● **IRAQ**—20,000 sheets cloth-lined white paper suitable for printing maps and scientific posters by silk screen process, 28 x 40″, 115 grams/sq. meter. Cash deposit or Iraqi bank guarantee required. Tender No. 29/64, bid deadline August 23. Ministry of Education, Audio-Visual Center, Railway Bridge, Baghdad. Price of tender documents and specifications $1.40.

**NETHERLANDS**—Waxed paper in rolls for domestic use. Direct purchase and agency. Praktix Mfg. Co. (sales agent, importer), 334 Osdorpplein, Amsterdam.

● **NEW ZEALAND**—39,000 sheets paper-metal lined (gold) for book dust jackets, 21 x 26″, grain short, caliper up to .009. Tender No. 1141, bid deadline July 31. Government Printing Office, Waterloo Quay, Wellington.★ (Telephone: 202-WO 7-3003).

**PAKISTAN**—Lithograph (butter paper). Kohistan Ltd., 114 McLeod Rd., Lahore. WTD 5/18/64.

## 266 Building Paper, Building Board Mills

**SPAIN**—Flexible wood fibre for insulation purposes. Direct purchase and agency. Requests replies in Spanish. Baeza, S.A. (importer, retailer, wholesaler, commission merchant, sales agent), 86 Falange Espanola, Ceuta. WTD 6/22/64.

## 273 Books

**GERMANY**—Scientific books on geology, biology, botany, zoology, paleontology. Otto Koeltz, Antiquariat, Wissenschaftliche Buchhandlung, 624 Königstein/Taunus, Herrenwaldstrasse 6. WTD 6/25/64.

## 280 Chemicals

**★★ FINLAND—Trade Mission**

Chemicals, drugs. Agency. Mr. T. H. Gustafsson, Sales Eng., Oy Holmar Ab, Fredrikinkatu 57, Helsinki. I.R. 88.

## 281 Industrial Chemicals

**MALAYSIA**—Rock phosphate; ammonium

sulphate; importer, exporter seeks raw material. Soon Seng & Co., 27 Malay St., Kuala Lumpur. WTD 1/6/64.

**PAKISTAN**—Oils as used in tanning industry. National Tanneries of Pakistan Ltd., Hide Market, Lahore-6. WTD 6/22/64.

Chemicals for use in tanning, textile and pharmaceutical industries. A. A. Ansari & Co., Sh. Inayatullah Bldg., Anarkali, Lahore. WTD 5/28/64.

**SWEDEN**—All kinds of industrial chemicals; direct purchase or agency. Mellander & Ericsson AB, Box 416, Göteborg 1. WTD 6/10/64.

**TURKEY**—Vinyl acetate. Vasif Tuzlaci (importer, agent), Hobyar Han 303, Asirefendi Caddesi, Istanbul. WTD 6/22/64.

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**Late Leads**—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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## 282 Synthetic Materials

**★★ FINLAND—Trade Mission**

Plastics and components for making foamel plastics for construction industry. Mr. Nemes, Managing Director, Mantsala Oy, Mantsala, Finland. I.R. 43.

**FRANCE**—Lignin. Iris s.a. (refiner), 78 Rue de Verlinghem, Quesnoy-sur-Deule (Nord). WTD 10/8/62.

**GERMANY**—Plastic foils to be used for manufacturing baby panties, aprons, beach articles (balls, boats, animals; all to be inflated). Gummi-Kraus K.G. (importer, exporter, wholesaler, manufacturer), 7 Stuttgart-S, Olgastrasse 82. WTD 10/15/63.

**NORWAY**—Polypropylene; requests replies from manufacturers only. Direct purchase and agency. Paus & Paus A/S (importing wholesaler, manufacturers' agent), 14 Kongensgate, Oslo. WTD 9/19/63.

Polyethylene; polystyrene; requests replies from manufacturers only. Direct purchase and agency. Hans Poulsen & Son (importing wholesaler, mfrs. agent), Havnelageret, Oslo. WTD 5/14/64.

## 283 Drugs

● **CEYLON**—Sulfamethoxypyridazine USP, 0.5 grams, 500,000 tablets; sulfadimethoxine, 0.5 grams, 500,000 tablets, both packed in sealed tins of 500 tablets each. Bid deadline August 4. Ministry of Health & Housing, Dept. of Health, P.O. Box 584, Secretariat, Colombo.★ (Telephone: 202-WO 7-3394).

**NETHERLANDS**—Pharmaceutical (veterinary, human) specialties, raw materials, vaccines, inocula. Direct purchase and agency. Requests replies from manufacturers only. N. V. Vitachemie (importer, wholesaler, manufacturer), 35-37 Wijdstraat, Gouda. WTD 6/29/64.

## 284 Soap, Detergents, Cleaning Preparation, Perfumes, Cosmetics, Toilet Preparations

**CHINA**—Detergent powder for household use. The Tsin Tsin Weisu Co. Ltd. (manufacturer), 189, Section 2 Tihwa St., Taipei, Taiwan.

**NETHERLANDS**—Cleaning and polishing cloths (chemically treated) for car cleaning, chromium, silver, domestic use in general. Direct purchase and agency. Praktix Mfg. Co. (sales agent, importer), 334 Osdorpplein, Amsterdam.

## 285 Paints, Varnishes, Lacquers, Enamels

**CANADA**—House paint, all kinds. Roland Therrien Export & Import (importer, exporter, wholesaler), 150 Main St., Ansonville, Ontario. WTD 6/23/64.

## 287 Agricultural Chemicals

● **GREECE**—Series A: Aldrin, w.p., 30 m.t.; 2, 4-D, sodium salt, 150 m.t.; 2, 4-D, amine salt, 20 m.t.; Zineb, w.p., 80 m.t.; parathion e.c., 70 m.t.; copper oxychloride—Zineb mixture, 150 m.t.; DDT, w.p., 75%, 50 m.t.; lindane, 99%, 500 kgs.; BHC, 12-18% gamma isomer, 1,000 kgs.; winter oil emulsion with DNOC, 60 m.t.; heptachlor, w.p., 5-10 m.t.; melprex, w.p., 2 m.t.; triphenyl tinacetate, w.p., 12 m.t.; vapam, 1 m.t.; stam F-34, 3 m.t.; PCNB, w.p., 500 kgs.

Series B: copper oxychloride, 750 m.t.; DDT, w.p., 75%, 70 m.t.; BHC, w.p., 12-36% gamma isomer, 4 m.t.; summer oil emulsion, 100 m.t.; captan, w.p., 25 m.t.; kelthane, w.p., 20 m.t.; sulphur, wettable, 30 m.t.; metaldehyde, 1 m.t.; metasystox, 10 m.t.; dieldrin, 2,500 kgs.; parachlorophenoxy acetic acid, 5%, 1,200 kgs.; spreader-sticker material, 1 m.t.; Diazinon, 1 m.t.; maneb, w.p., 3,500 kgs.; tedion, e.c., 500 kgs.; gibrel, w.p., 1,000 grs.; rotenone dust, 1,400 kgs., tender No. 1840, bid deadline Series A, August 18; Series B, September 9. Agricultural Bank of Greece, 23, Venizelos St., Athens.★ (Telephone: 202-WO 7-3910).

**UAR**—Calcium superphosphate (bulky), 165,000 tons, granular or powder, phosphoric acid soluble in water 16% minimum, moisture 11% maximum, 100,000 tons July/Sept., 65,000 tons Oct./Dec.; potassium sulphate 7,000 tons, $K_2O$, 48/52 soluble in water, packing-jute bags single 50 or 100 kgs., within July-March 1965; ammonium sulphate, 290,000 tons, azote min. 20.6%, acidity more .03%, bulky or packed in jute bags 100 kgs., 30,000 tons July/Sept. 1964, 40,000 tons Oct./Dec., 130,000 tons Jan./March 1965, 90,000 tons April/June 1965; ammonium nitro sulphate, 25,000-40,000 tons, azote min 26%, packed in jute bags 65 or 100 kgs., 5,000 tons July/Sept., 10,000 tons October/Dec., 25,000 tons January/March 1965; calcium ammonium nitrate, 170,000 tons, azote min 20.5%; packed in polyethylene inside jute bags 75 or 100 kgs., 5,000 tons within June/Sept., 55,000 tons within January/March 1965, 110,000 tons within April/June 1965. Misr. Foreign Trade Co., 2, Al Bostan St., Cairo. WTD 11/22/63.

Calcium superphosphate (bulky), 165,000 ton, granular or powder, phosphoric acid soluble in water 16% minimum, moisture 11% maximum, 100,000 ton July/Sept., 65,000 ton October/Dec.; potassium sulphate—7,000 tons, $K_2O$, 48/52 soluble in water, packed in jute bags single 50 or 100 kgs., within July-March 1965; ammonium sulphate, 290,000 ton, azote min 20.6%, acidity more .03%, bulky or packed in jute bags 100 kgs., 30,000 ton, July/Sept., 40,000 ton, October/Dec., 130,000 ton Jan./March 1965, 90,000 ton April/June 1965; ammonium nitro sulphate, 25,000-40,000 ton, azote min 26%; packed in jute bags 65 or 100 kgs., 5,000 ton July/Sept., 10,000 ton Oct./Dec., 25,000 ton Jan./March 1965; calcium ammonium nitrate, 170,000 ton, azote min 20.5%, packed in polyethylene inside jute bags 75 or 100 kgs., 5,000 tons within June/Sept., 55,000 tons within Jan./March 1965, 110,000 tons within April/June 1965. El Nasr Export & Import Co., 34 Adly St., Cairo. WTD 6/6/64.

## 289 Chemical Products

**★★ FINLAND—Trade Mission**

Pure (C.P.) chemicals for laboratory and analytical use. Mr. Kai Eskola, Technical Director, and Mr. Stig. Weckstrom, Administrative Director, E. Sarlin Oy, Yrjonkatu 30, Helsinki. WTD 11/8/62. I.R. 46.★

**FRANCE**—Powdered Rennet casein 1/100,000-1/150,000, containing no boric acid, manufacturer requests replies in French. Etablissements Vilca, 10 Ave. Jean Faure, La Fouillouse (Loire). WTD 6/22/64.

**JAPAN**—Coffee incense to be boiled for the aroma in coffee shops; powder or tablets. J. Okajima, Import-Export Section, Meidi-ya Co., Ltd. (importer, wholesaler, retailer, exporter), 4 Kyobashi 2-chome, Chuo-ku, Tokyo. WTD 6/14/63.

**PAKISTAN**—Dyes, chemicals for textile, leather tanning industries. Abdul Rahim Khan & Sons Ltd., 8 McLeod Rd., Lahore 6. WTD 5/25/64.

## 291 Petroleum Refining

**FRANCE**—Special industrial oils: cuts, high-pressure, additives. Iris s.a. (refiner), 78 Rue de Verlinghem, Quesnoy-sur-Deule (Nord). WTD 10/8/62.

## 295 Paving, Roofing Materials

**SPAIN**—Asphalt and tar roofing, sidings, felts, coatings, cements, pitches. Direct purchase and agency. Requests replies in Spanish. Baeza, S.A. (importer, retailer, wholesaler, commission merchant, sales agent), 86 Falange Espanola, Ceuta. WTD 6/22/64.

## 301 Tires, Tubes

**GERMANY**—Automobile tires. Direct purchase and agency. Asemissen Fahrzeugteile GmbH (wholesaler), Bielefeld, Turnerstr. 17. WTD 7/30/62.

● **VIET-NAM**—Tires, tubes, 200 each, various passenger car and trilambretta sizes. Tender No. 1337-23064, bid deadline August 3. Central Purchasing Authority, 140 Hong Thap Tu, Saigon.★ (Telephone: 202-WO 7-3381).

## 306 Rubberized Fabrics

● **BURMA**—Belting suitable for train lighting dynamo cotton fabric, round edge 4" x 4" ply, rubber treated, 2,000 rft. Also leather driving band 5/16" dia., 200 ft. Tender No. 132/Mach: (63-64), bid deadline July 30. Machinery & Parts Division, People's Stores Corp., St. John's Rd., Rangoon.★ (Telephone: 202-WO 7-5103).

**FRANCE**—Protective safety devices including protective gloves; particularly acid proof rubber gloves for industrial use; direct purchase and agency. La Protection Rationnelle (manufacturer), 40 Rue Louis Blanc, Paris 10e. WTD 7/29/64.

Waterproof fabrics for manufacturing raincoats, especially fancy patterns; requests replies in French; direct purchase and agency. Ets. Agal (manufacturer), 8 Rue de Mulhouse, Paris 2e.

**GERMANY**—All types of rubber articles for nursery purposes and medical care (ice bags, water bottles, pacifiers, syringes); beach rubber articles (bathing caps, rubber flippers). Gummi-Kraus K.G. (importer, exporter, whole-

saler, manufacturer), 7 Stuttgart-S, Olgastrasse 82. WTD 10/15/63.

**SPAIN**—Rubber floor tile. Direct purchase and agency. Requests replies in Spanish. Baeza, S.A. (importer, retailer, wholesaler, sales agent, commission merchant), 86 Falange Espanola, Ceuta. WTD 6/22/64.

● **TURKEY**—Oxy-acetylene hoses, 2550 meters, ¼-⅜″ I.D. Tender No. 3001-562, bid deadline July 30. Malzeme Mudurlugu, Denizcilik Bankasi TAO, Bahcekapi, Istanbul.★ (Telephone: 202-WO 7-3381).

## 307 Plastic Products

**★★ FINLAND—Trade Mission**

PVC resins, PVC stabilizers, glass fiber for reinforcing polyester plastics. Mr. Jorma H. Kare, Managing Director, Marner Oy, Fredrikinkatu 45, Helsinki. I.R. 25.

Plastic bags for frozen foods. Mr. Lonnmark Soderholm, Plant Director, Oy Gustav Paulig Ab, Laivalahdenkatu 4-6, Helsinki. WTD 6/6/63. I.R. 42.

**GERMANY**—Non-breakable dishes. Direct purchase and agency. Joachim Rathje (importer, sales agent), Bremen, Pelzer Strasse 39. WTD 2/18/63.

Break-resistant dishes. Requests replies in German. Bruno Sinofzik (wholesaler), 493 Detmold, Joseph-Hayden-Weg 19. WTD 3/18/62.

Injection molding materials for plastics manufacturing industry; semi-finished plastic goods used in industry. Direct purchase and agency. Allgeneine-Industrie-Commerz Walter Von Weizenbeck (importer, wholesaler), 8 Muenchen 27, Hoechlstrasse 2. WTD 1/19/63.

Plastic household articles. Gummi-Kraus K.G. (importer, exporter, wholesaler, manufacturer), 7 Stuttgart-S, Olgastrasse 82. WTD 10/15/63.

**SOUTH AFRICA**—Plastic mirrors and picture frames; requests replies from manufacturers only. Direct purchase and agency. S. Rumble (Pty.) Ltd. (manufacturers' agent, importing distributor), 5th Floor, 112 Loop St., Cape Town.

## 313 Boot, Shoe Cut Stock, Findings

**★★ FINLAND—Trade Mission**

Raw materials for use in manufacturing shoes. Mr. L. Witham, Director, Appesen Kenkatehdas Oy, Mantsala, Finland. WTD 2/14/62. I.R. 39.

## 317 Handbags, Personal Leather Goods

**FRANCE**—Jewelry cases, fancy patterns; direct purchase and exclusive agency. Jacques Dumont & Cie (importer, dealer), 7 Rue Pasteur, Paris XIe.

## 322 Glass, Glassware

**FRANCE**—De-luxe type toilet flasks and glass sets; glass table decoration; direct purchase and exclusive agency. Jacques Dumont & Cie (importer, dealer), 7 Rue Pasteur, Paris XIe.

**PAKISTAN**—Glass, tableware, stemware and laboratory use. A. A. Ansari & Co., Sh. Inayatullah Bldg., Anarkali, Lahore. WTD 5/28/64.

## 325 Structural Clay Products

**SPAIN**—Clay facing tile, glazed or unglazed. Direct purchase and agency. Requests replies in Spanish. Baeza, SA (importer, retailer, wholesaler, commission merchant, sales agent), 86 Falange Espanola, Ceuta. WTD 6/22/64.

## 326 Pottery

**FRANCE**—Porcelain tableware for household use, decorative deluxe type; direct purchase and exclusive agency. Jacques Dumont & Cie (importer, dealer), 7 Rue Pasteur, Paris XIe.

## 329 Abrasive, Asbestos, Nonmetallic Mineral Products

● **BURMA**—Grinding wheels, 10″ x 3½″ x 1½″ for carbide tool grinding, 4 coarse and 4 fine wheels needed. Tender No. 9/3/5 (4875/4892), bid deadline August 11. Government of Burma, Mill Manager, Industrial Development Corp., Steel Mill, Ywama, Insein.★ (Telephone: 202-WO 7-5652).

**GERMANY**—Wyoming bentonite, ground or treated, for foundries. Quotations cif European ports. Kernfest KG., Arthur Braun & Co., Chemische Fabrik, 16 Reisholzstrasse, 401 Hilden/Rhld. WTD 6/22/64.

**SWEDEN**—Asbestos paper, yarns. Göteborgs AB Axel Christiernsson (wholesaler, agent), Postfack 147, Göteborg 1. WTD 6/10/64.

## 331 Steel Mill Products

● **CEYLON**—Galvanized plain sheets, 8,000 pc. 8′ x 36″ x 24 ga.; 7,000 pc. 8′ x 48″ x 24 ga. Bid deadline, 9:30 a.m., September 8. The Chairman, Tender Board, Ministry of Finance, P.O. Box 500, Colombo.★ (Telephone: 202-WO-7-2363).

● Rails and Fastenings; 6,000 tons, B.S. 88 lb. rails; 171 tons, fishplates (joint bars); 105 tons, fishbolts; 1510 tons bearing plates (tie plates). Worldwide. Bid deadline, 11:00 a.m., September 23. Chairman, Tender Board, Ministry of Communications, Rm. 120, First Floor, The Secretariat, Colombo.★ (Telephone: 202-WO-7-2363).

**GERMANY**—Steel wire; 29% chrome, 9% nickel; for electrode controlling; direct purchase and/or agency; requests replies from manufacturers only, preferably in German; cif European ports. P. Robert Leyer Pritzkow & Co. (wholesaler, agent, Weyerstr. 43-44, Solingen-Ohligs. WTD 6/14/64.

Alloying additives for cast iron and steel; replies from manufacturers only; cif European ports; direct purchase and agency. Hugo Wachenfeld, 78 Schanzenstr., 4 Duesseldorf-Oberkassel.

● **IRAN**—Sheets, plates, bars, hoops, total weight approx. 78 tons. Tender No. 43/280-555, 289,288, bid deadline 9 a.m. August 29. The Iranian State Railways, Purchasing Dept., Maydane Rahe-Ahan, Tehran.★ (Telephone: 202-WO-7-2363).

**PAKISTAN**—Pig iron, billets, blooms, m.s. sheets, plates, bars; g.i. pipes, g.i. sheets; corrugated iron sheets and pipes. A. A. Ansari & Co., Sh.Inayatullah Bldg., Anarkali, Lahore. WTD 5/28/64.

Pig iron; m.s. sheets, bars, plates, rods. Abdul Rahim Khan & Sons Ltd., 8 McLeod Road, Lahore 6. WTD 5/25/64.

● **TURKEY**—Galvanized seamless pipe, approx. 31 tons, size range ½″ to 7″ inside dia. x .095 to .207″ (approx.) wall thickness; also about 10 tons plain seamless pipe, various sizes. Tender No. 3001-561, bid deadline, July 28. Malzeme Mudurlugu, Denizcilik Bankasi TAO, Bahçekapi, Istanbul (Materials Purchasing Dept., Turkish Maritime Bank).★ (Telephone: 202-WO 7-2363).

## 333 Primary Smelting, Refining of Nonferrous Metals

● **INDIA**—1021.03 m.t. of pig lead grade 99.8 percent conforming to IS Specification No. 27/1956. Tender No. P/SR5/60417/P/I, bid deadline 10 a.m., IST, August 12. Address bids to Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Tender documents available from India Supply Mission (Ref. D/ENQ/1081), 2536 Massachusetts Ave., NW., Washington, D.C.★ (Telephone: 202-WO 7-5624).

## 335 Rolling, Drawing, Extruding of Nonferrous Metals

**GREECE**—1,223 tons of copper conductors; 2.6 million yd. of insulated wire; cable of various types. Tender No. PAP/1421, 1461, 1721, bid deadline August 18. Public Power Corp., Athens-Piraeus Division, Purchasing Dept., 4 Korai St., Athens.★ (Telephone: 202-WO 7-2162).

● **INDIA**—Nimonic 90: 7 rods ⅛″ dia. x 6′ long; 7 rods ⅜″ dia. x 4′ long; 1 piece strip 2″ wide x ½″ thick x 4′ long, Nimonic 110 (preferably) or Nimonic 105: 7 rods 30 mm dia. x 12′ long; 7 rods 50.2 mm dia. x 1′ long. Tender No. AEE/P/MTL/6232, bid deadline August 13. Atomic Energy Establishment (Purchase Division) Government of India, Mohatta Bldg., 3rd floor, Palton Rd., Bombay 1.★ (Telephone: 202-WO 7-4685).

**NETHERLANDS**—Aluminum foil (plain) in rolls for domestic use. Direct purchase and agency. Praktix Mfg. Co. (sales agent, importer), 334 Osdorpplein, Amsterdam.

**PAKISTAN**—Copper, brass, zinc, white metal, bronze, aluminium, ingots, sheets, rods, bars, and wire. A. A. Ansari & Co., Sh. Inayatullah Bldg., Anarkali, Lahore. WTD 5/28/64.

## 342 Cutlery, Hand Tools, General Hardware

● **BURMA**—Varying quantities of bolts, nuts, washers and rivets. Tender No. 54/05/63-64 (G), bid deadline July 29. People's Stores Corp., Construction Stores Division, St. John's Rd., Rangoon.★ (Telephone: 202-WO 7-5589).

**★★ FINLAND—Trade Mission**

Hand tools, saws, screw drivers. Mr. Paavo Toivonen, Managing Director, Pohjanmaan Kauppiaiden Oy, Albertinkatu 24, Oulu. WTD 1/16/62. I.R. 229.

**FRANCE**—Non-sparking hand tools; direct purchase and agency. S & V. Steinberg (importer, agent), 58 Bld. Cotte, Enghien-les-Bains (Seine & Oise). WTD 5/30/64.

**GERMANY**—Cutlery; household and kitchen items. Direct purchase and agency. Joachim Rathje (importer, sales agent), Bremen, Pelzer Strasse 39. WTD 2/18/63.

● **LIBERIA**—Various hand tools, shop tools and equipment for road maintenance. Bid deadline July 31, tender No. 64-905. Dept. of Public Works & Utilities, Lynch St., Monrovia.★ (Telephone: 202-WO 7-5589).

**NETHERLANDS**—Can and bottle openers; small household utensils; gadgets. Direct purchase and agency. Praktix Mfg. Co. (sales agent, importer), 334 Osdorpplein, Amsterdam.

**SOUTH AFRICA**—Stainless steel cutlery; kitchen aids; tools; gadgets; requests replies from manufacturers only. Direct purchase and agency. S. Rumble (Pty.) Ltd. (manufacturers' agent, importing distributor), 5th Floor, 112 Loop St., Cape Town.

Hand tools suitable for motor mechanics. Natal Motor Industries Ltd. (importer, re-

tailer, wholesaler), P.O. Box 566, Durban, Natal. WTD 6/12/64.

**SPAIN**—Builders' hardware; hand tools, accessories. Direct purchase and agency. Requests replies in Spanish. Baeza, SA (importer, retailer, wholesaler, sales agent, commission merchant), 86 Falange Espanola, Ceuta. WTD 6/22/64.

● **UAR**—Supply of varying quantities of hack saw blades, band saws, augers, ratchet braces, sledge hammers and adzes. Tender No. 708/11/7, bid deadline July 29. The Inspector General, Way & Works Egyptian Railways, Ramses Square, Cairo.★ (Telephone: 202-WO 7-5589).

## 343 Heating Apparatus, Plumbing Fixtures

**NETHERLANDS**—Cast iron boilers 48,000-200,000 BTU. Snikkers Handel Maatschappij N.V. (importer), Waalhaven Z.Z. 48, Rotterdam. WTD 2/12/64.

Gas heating and air conditioning equipment. Direct purchase and agency. N.V. Industria, Mij. voor Metaalbewerking (manufacturer), Rozenlaan 115, Rotterdam. WTD 9/23/63.

Gas boilers (prefer cast iron). Direct purchase and agency. H. J. Reesink & Co. N.V. (wholesaler), Zutphen. WTD 7/18/63.

Industrial gas burning equipment specifically in the field of gas welding, brazing, cutting. Direct purchase and agency. G. L. Loos & Co.'s Fabrieken N.V. (manufacturer), Transformatorweg 40, Amsterdam-W. WTD 3/19/63.

Gas heating equipment. Direct purchase and agency. N.V. Technisch Bureau Marijnen (importer, wholesaler), Waldorpstraat 52, The Hague. WTD 1/3/64.

**SPAIN**—Metal plumbing fixtures, plumbing fittings and trim; oil burners for residential central heating. Requests replies in Spanish. Direct purchase and agency. Baeza, S.A. (importer, wholesaler, retailer, sales agent, commission merchant), 86 Falange Espanola, Ceuta. WTD 6/22/64.

Incinerators, domestic type for waste disposal. Direct purchase and agency. Rodriguez-Sabio Sanchez, C.B. (importer, exporter, agent), Virrey-Ossorio 37-39, La Coruna. WTD 5/16/63.

## 344 Fabricated Structural Metal Products

**BELGIUM**—Prefabricated housing components; metal structures, framework, covers for industrial and agricultural buildings. Direct purchase and agency for Belgium, Holland, northern France. Metaalbouw Vuylsteke (manufacturer, exporter), Oostroyebekestraat 84, Meulebeke. WTD 7/23/63.

**★★ FINLAND—Trade Mission**

Stainless steel tubing and plates for metalworking industry. Mr. Pihl, Managing Director, Ris-Ko Oy, Bulevardi 12, Helsinki. WTD 2/11/63. I.R. 47.

Aerosol valves and special containers. Mr. Karineva Penttila, Farmos Oy, Turku 17, Finland. WTD 2/20/63. I.R. 322.

**SPAIN**—Metal window frames, sash; metal doors, frames. Direct purchase and agency. Requests replies in Spanish. Baeza, SA (importer, wholesaler, retailer, sales agent, commission merchant), 86 Falange Espanola, Ceuta. WTD 6/22/64.

## 346 Metal Stampings

**GERMANY**—Kitchen utensils; household utensils. Direct purchase and agency. Joachim Rathje (importer, sales agent), Bremen, Pelzer Strasse 39. WTD 2/18/63.

Metal household and kitchen appliances, such as cooking utensils. Requests replies in German. Bruno Sinofzik (wholesaler), 493 Detmold, Joseph-Hayden-Weg 19. WTD 3/28/62.

Kitchen utensils, stainless steel; for use in hotels, restaurants, hospitals, laboratories. Contacto-Vertrieb (distributor), Hochdahl/Duesseldorf, Hildener Str. 103. WTD 9/26/63.

## 349 Fabricated Metal Products

**NETHERLANDS**—Iron-cord holders; other ironing board supplies which make ironing easier (no covers). Direct purchase and agency. Praktix Mfg. Co. (sales agency, importer), 334 Osdorpplein, Amsterdam.

## 351 Engines, Turbines

**FRANCE**—Gas turbines, small power, direct purchase and agency. Société d'Applications Thermiques, Electriques & Mécaniques—SATEM (manufacturer), 165 quai du Docteur Dervaux, Asnieres (Seine). WTD 5/6/64.

**NETHERLANDS**—Gas turbines, engines, compressors, pumps. Direct purchase and agency. H. Englebert N.V. (importer), Voorschoten. WTD 1/29/64.

## 352 Farm Machinery

**FRANCE**—Gardening equipment including garden tractors, lawn mowers; direct purchase and agency. S.D.G. (manufacturer), 7 Rue des Haras, Bures-sur-Yvette (Seine & Oise). WTD 6/3/64.

**GERMANY**—Lawn mowers. Direct purchase and agency. Asemissen Fahrzeugteile GmbH (wholesaler), Bielefeld, Turnerstr. 17. WTD 7/30/62.

**SPAIN**—Plows, harvesters, planters, cultivators, dairy and poultry machinery. Direct purchase and agency. Rodriguez-Sabio Sanchez, C.B. (importer, exporter, agent), Virrey-Ossorio 37-39, La Coruna. WTD 5/16/63.

## 353 Construction Machinery

**FINLAND**—Freight handling, storage equipment; requests descriptive brochures, full details regarding prices, shipping costs, commission. Direct purchase and agency. Materials Handling Department, Rastor Management Consultants (exporter, importer, agent). Oy Rastor Ab, Lonnrotinkatu 13, Helsinki. WTD 6/23/64.

**★★ FINLAND—Trade Mission**

Earth boring machines. Mr. Pentti K. Saaks Jarvi, Managing Director, Tulus Oy, Harjuas., Helsinki. I.R. 66.★

Road building and asphalt equipment. Representation. Mr. Holmborg, Marketing Manager, Asfaltti Oy Lemminkainen, Hakaniemenkatu 2, Helsinki. I.R. 72.

**GERMANY**—Construction equipment, hydraulic systems, mining machinery, conveyor systems. Elektrizitaets-Gesellschaft Lau K.-G. (manufacturer, wholesaler), Moers/Ndrh. Baerler Str. 18-38. WTD 6/15/62.

New shovel-loaders (front-end loaders, loading shovels or swing shovels up to 0.6 cubic meter) equipped with rubber tires; new rubber wheel rollers; vibrated tamping rollers, self-propelled pneumatic-tired compaction rollers; new tar spraying machines for road construction; price quotations cif Rotterdam, Bremen or Hamburg; requests replies in German. Draeger & Bastian (wholesaler), 81 Bahnhofstrasse, 583 Schwelm. WTD 6/16/64.

**GIBRALTAR**—Spare parts for all types of crawler and wheel tractors. Direct purchase and agency. J. B. Haynes, Ltd. (importer, retailer, wholesaler, exporter), 27 Cannon Lane, (P.O. Box 222), Gibraltar. WTD 4/4/64.

● **INDIA**—2 mobile cranes, single operating type, 5-7 m.t. lift capacity at 1.5 meter radius. Tender No. 632/PR/51233-A/526, bid deadline July 30. Tender documents with brief specifications available free at India Supply Mission (Ref. D/ENQ/1089), Washington, D.C. Superintending Engineer, Procurement Circle, P.O. Talwara Township (BB) India.

● Spare parts for drilling machine core lifters, diamond core bits hole tester assembly. Tender No. SE-5/32066-R/32067-R/32083-R/32084-R/32096-R/213/5A/V/64, bid deadline July 31. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Tender documents are available from India Supply Mission (Ref. D/ENQ/1110), 2536 Massachusetts Ave., NW., Washington, D.C. 20008, for $2.10 each.

**NETHERLANDS**—Machinery for drilling pipelines. Direct purchase and agency. H. Englebert N.V. (importer), Voorschoten. WTD 1/29/64.

Crawler mounted excavators, cranes, especially with ¾-1¼ cu. yd. bucket capacity; 50-250 hp. bull and angledozers, 8-16 cu. yd. scrapers, suitable for very weak soil conditions; small diesel, battery and/or LPG driven industrial tractors for harbor, airfield and industrial use; only top quality new machinery acceptable; direct purchase and exclusive agency; requests replies from manufacturers only. Van Kranenburg N.V. (importer, wholesaler, exporter, agent), 205 Schiekade, or P.O. Box 854, Rotterdam. WTD 12/19/63.

**SPAIN**—Road and bridge building machinery, all kinds, for public works. Direct purchase and agency. Rodriguez-Sabio Sanchez, C.B., Virrey-Ossorio 37-39, La Coruna. WTD 5/16/63.

● **TURKEY**—One crawler, mounted, heavy duty diesel powered, 2½ cu. yd. power shovel. Tender No. 109-KP/215, bid deadline August 20. Bidder should include full name and address of his distributor in Turkey. General Management, Etibank, Sihhiye, Ankara.★ (Telephone: 202-WO 7-5566).

● 12 diesel-electric powered mobile cranes. Bids for any other type will not be considered. Tender No. 3001-556, bid deadline August 10. Malzeme Mudurlugu. Denizcilik Bankasi TAO, Bahçekapi, Istanbul.★ (Telephone: 202-WO 7-5566).

● **URUGUAY**—Three, 2,000-lb. fork lift trucks, gasoline driven. Tender No. L 30, bid deadline, approx. Aug. 26. Only firms with representatives or agents in Uruguay may participate. Ministerio de Obras Publicas, Ave. 18 de Julio 1112, Montevideo.★ (Telephone: 202-WO 7-5589).

## 354 Metalworking Machinery

● **BURMA**—Lathe, 40" distance between centers, 9½" max. swing over cross slide; grinding machine, bench type, double ended, 8" x ¾" x ⅝" wheel size, 2800 rpm spindle speed; grinding machine, pedestal, double

**Late Leads**—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

ended, 12" x 1½" x 1¼"; 1800 rpm spindle speed. Tender No. 389/91/MACH:1/(64), bid deadline July 27. Government of Burma, People's Stores Corp., Machining & Parts Division (7), St. John's Rd., Rangoon.★ (Telephone: 202-WO 7-5652).

**CHINA**—Automatic clothing snap making machines, monthly capacity of about 144 dozens. A sample of the type snap to be made is available on loan basis from the Trade Opportunities Staff, BDSA-111, Rm. 4203, Department of Commerce, Washington, D.C. 20230. Hwei Chung Trading Co. Ltd. (importer, exporter), 7 Minchuan Rd., Taipei, Taiwan.

**COSTA RICA**—One press brake, power, metalworking, second hand, 2,500 mm. width, 70/100 ton capacity, to operate on 220-v. 3-phase 60-cycle power. As alternative will consider hydraulic or pneumatic powered; one shearing machine, metalworking, urgently request early replies. Traversa Ltda. (manufacturer), P.O. Box 3613, San José. WTD 4/26/62.

**ETHIOPIA**—Machinery for manufacturing metal bottle caps; requests price quotations, descriptive catalogues from manufacturers only. Transcontinental Traders of Ethiopia (importer, exporter), P.O. Box 256, Jimma.

**★★ FINLAND—Trade Mission**

Grinding and polishing machinery for metal. Agent. Mr. Aaro Lahteenmaki, Head of Sales Dept., Sahko-Vikstrom Oy, Sepenkatu 7, Lahti. I.R. 213.

**FRANCE**—Machines for manufacturing jewelry, *lost* wax castings process. Direct purchase and agency. Pyramid s.a. (importer, dealer), 24 Rue Jean Mermoz, Paris 8e.

Hand tools, portable machine tools of novel character, direct purchase and agency. S.&V. Steinberg (importer, agent), 58 Bld Cottle, Enghien-les-Bains (Seine & Oise). WTD 5/30/64.

Transportable pneumatic tools; direct purchase and agency. La Française Métallurgique (importer, wholesaler), 122 Bld. Richard Lenoir, Paris 11e. WTD 6/25/64.

Power driver pneumatic and electric tools; direct purchase and agency. M.I.R.—Matériel Industriel Roumailhac (manufacturer), 218 Rue de Charenton, Paris 12e. WTD 1/3/63.

**GERMANY**—Milling tools; direct purchase and/or agency; requests replies from manufacturers only, preferably in German; cif European ports. P. Robert Leyer Pritzkow & Co. (wholesaler, agent), Weyerstr. 43-44, Solingen-Ohligs. WTD 6/14/64.

Automatic washing machines for automobiles. Direct purchase and agency. Asemissen Fahrzeugteile GmbH (wholesaler), Bielefeld, Turnerstr. 17. WTD 7/30/62.

● **INDIA**—Hydraulic vertical trimming press, 200 ton capacity. Tender No. SWP 8/41124-P/1, bid deadline July 30. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi, India. Specifications and bidding conditions are available for review or purchase ($1.75) from the India Supply Mission (Ref. D/ENQ/1114), 2536 Massachusetts Ave., NW., Washington, D.C. 20008.

● **INDIA**—5 pneumatic/electric grinders for integral type drill steel rods ¾" to 1". Tender No. 657/Beas/PR/51220/P-46, bid deadline August 28. Superintending Engineer, Procurement Circle, P.O. Talwara Township (Pb), India. Specifications available from India Supply Mission (Ref. D/ENQ/1101), 2536 Massachusetts Ave., NW., Washington, D.C. 20008.
● Circular sawing machine, approx. dia. of blades 38"; cutting capacity up to 14" round stock, 13" square stock, 24" x 7½" beams; automatic saw sharpening machine; horizontal bending and straightening machine for rails and steel shapes. Tender No. 647/Beas/PR/53846/W-18439 and 53844/W-18437, bid deadline Sept. 23. Superintending Engineer, Procurement Code, P.O. Talwara Township (PB) India. Specifications available from India Supply Mission (Ref. D/ENQ/1096), 2536 Massachusetts Ave., NW., Washington, D.C.

**NETHERLANDS**—Industrial natural gas-burning equipment specifically in the field of gas welding, brazing, culting. Direct purchase and agency. G.L. Loos & Co's Fabrieken N.V. (manufacturer), Transformatorweg 40, Amsterdam-W. WTD 3/19/63.

All sizes of eccentric presses, vertical drilling machines, high speed radial drilling machines (max. spindle dia.: 25 mm.), small size boring machines (up to 120 mm.). Direct purchase and agency. N.V. Algemene Ex- & Import Mij. v/h P.C. Andre de la Porte & Co., 9 Florapark, Haarlem. WTD 3/9/64.

● **NEW ZEALAND**—Rail grinding machine for finish grinding of flash butt welded rail joints. Tender NZR—64/1157, bid deadline August 5. New Zealand Government Railways Comptroller of Stores, Private Bag, Wellington, C.1., New Zealand. Specifications and drawings available from New Zealand Senior Trade Commissioner, 1145—19th St., NW., Washington, D.C. 20036. (Telephone: 202-FE 8-8820).

**NORWAY**—Numerically controlled horizontal milling and facing machines; direct purchase and agency. C. S. Christensen A/S (importing distributor), 12 Kirkegaten, Oslo. WTD 5/13/64.

**SOUTH AFRICA**—Small power tools, artisans hand tools, for farm and garden. Direct purchase and exclusive agency. Anderson Hardware (Pty) Ltd., Bridge St., P.O. Box 1128, Port Elizabeth. WTD 1/23/64.

**SPAIN**—Power driven hand tools; portable, electric; current 50 cycles, 110, 220 v. Direct purchase and agency. Requests replies in Spanish. Baeza, SA (importer, wholesaler, retailer, sales agent, commission merchant), 86 Falange Espanola, Ceuta. WTD 6/22/64.

## 355 Special Industry Machinery

**CHINA**—Complete modern bakery plant; macaroni plant with all necessary accessories: Production capacity: 7,500 lb. of breads; 300 lb. of sweet rolls, buns, cakes, cookies and doughnuts; 2,200 lb. of macaroni, noodles, spaghetti, soup pasta, elbows; other fancy shapes. Taiwan Wheat Foods Center Co. Ltd. (manufacturer), 57, Lane 135, Section 1, Chungshan North Rd., Taipei, Taiwan.

● **ECUADOR**—Complete milk pasteurizing plant, 50,000 liters capacity daily. Includes the building and installation in the Municipality of Guayaquil. Tender No. 4, bid deadline August 6. Secretaria Municipal. Provision de Maquinarias Para La Planta Municipal Pasteurizadora de Leche, Guayaquil.★ (Telephone: 202-WO 7-5589).

**★★ FINLAND—Trade Mission**

Meat and food packaging machinery. Manufacturer's representative or agent. Mr. Heitz, Managing Director, Andrix Oy, Bulevardi 28, Helsinki. I.R. 15.★

Equipment to bottle U.S. type soft drinks; also interested in machinery designed to fill, wrap or completely package candy and confections; stapling and stitching machinery. Mr. Erkki Erla, Sales Manager, Suomen Koneliike Oy, Lauttasaari, Helsinki. WTD 5/28/58. I.R. 12.★

Fiber glass tube winding machine for up to several feet diameter. Mr. Jorma H. Karo, Managing Director, Marner Oy, Fredrikinkatu 45, Helsinki. I.R. 25.

Auto platens, cylinder automations, offset press, proof press, screen process presses, composing machines, step and repeat machines, cutting and screening cylinders and platens. Importer. Mr. Kurt Sandberg, Sales Manager, Suomen Koneliike Oy, Lauttasaari, Helsinki. WTD 5/28/58. I.R. 12.

Packaging machinery for granulated and lump sugar, packaging equipment for packing butter in round can type containers either of cardboard or plastic. Also interested in plastic bubble packing equipment for jams and jellies in individual restaurant portions. Exclusive Agency. Mr. Kaartinen, General Manager, Oy Aineko Ab, Mechelinikatu 28, Helsinki. I.R. 99.

Equipment for manufacturing concrete pipes and prestressed concrete elements. Mr. Rytovuori, Cellit Oy, Kuoppamaentie 11, Tampere. I.R. 310.

Automatic file machinery. Mr. Laitasalo, Managing Director, Viialan Viila Oy, Viiala, Finland. I.R. 301A.

Engineering concept and equipment components for a first rate absolutely modern hollow core door manufacturing plant. Every detail and component of the contemplated factory are required including planers, jointers, glue machines, glues and insulating materials. Mr. Vaino Immonen, Local Manager, Mr. Tauno Eskola, Technical Manager, Rauma-Repola Oy, Vesijarvenkatu 76, Lahti. WTD 2/3/64. I.R. 215.

Bread packaging equipment. Mr. Olavi Jamsen, Managing Director, Lahden Nelo Oy, Jalkarannantie 20, Lahti. I.R. 209.

Machines to make large heavy duty polyethylene bags and shoes for men and children with "breathing" tops of a material like "corform." Mr. Arvi Tammivuori, Managing Director, Upo Osakeyhtio, Lahti. WTD 10/28/60. I.R. 208.

**FRANCE**—Plastics processing machinery, principally foaming machines (rigid, semi-rigid, or flexible plastic foams); direct-contact molding machines; and spraying machines (resin and fiber-glass). Direct purchase and agency; requests replies from manufacturers only, in French. Robert Brunet ("Plastiques Robru"), 18 Rue Répond, Bordeaux, Gironde. WTD 6/19/64.

**NORWAY**—Plastic working machinery, new refinements. Requests replies from manufacturers only. Direct purchase and agency. Hans Poulsen & Son (importing wholesaler, manufacturers' agent), Havnelageret, Oslo. WTD 5/14/64.

**PAKISTAN**—Cotton processing machinery for textile industry. Abdul Rahim Khan & Sons Ltd., 8 McLeod Rd., Lahore 6. WTD 5/25/64.

Plants to extract citrus fruit concentrates and citrus oil. Omar Sons Ltd., 23 The Mall, Lahore. WTD 5/27/64.

**TRINIDAD, W.I.**—Timber handling machines to cut pitchpine logs, local and foreign hardwood for production of approx. 3-4 million superficial feet per annum. Machines to include groove and tongue, reed and bead, siding and cutters. Requests replies from manufacturers. Ramsingh's Hardware (importer, wholesaler, retailer, manufacturer), 219 Southern Main Rd., California. WTD 6/26/64.

**TURKEY**—Chemical manufacturing industries machinery and equipment, general; also, spinning, weaving, dyeing and finishing machinery for textile industry. Vasif Tuzlaci (importer, agent), Hobyar Han 303, Asirefendi Caddesi, Istanbul. WTD 6/22/64.

● **URUGUAY**—14 gasoline, chain type saws. Tender No. L 40, bid deadline approx. Sept. 9.

Only firms with agents or representatives in Uruguay may bid. Ministerio de Obras Publicas, Seccion Licitaciones, Ave. 18 de Julio 1112, Montevideo.★ (Telephone: 202-WO 7-5589).

## 356 General Industrial Machinery

**★★ FINLAND—Trade Mission**

Electric numbering machine. Mr. Gronqvist, Managing Director, Painotarvike Oy, Bulevardi 5A, Helsinki. I.R. 21.

High pressure wheel pumps, rotary and screw pumps, axial cylinder pumps, piston pumps, industrial hydraulic valves. Mr. H. Jamsa, Managing Director, Jamsan Konepaj, Anjankatu 1, Lahti. I.R. 216.

● **INDIA**—One electric furnace for melting bearing metals (babbitt and white metal, etc.) crucible size approx. 150 mm. in dia., depth 325 mm. Tender No. 671/Beas/PR/4100/W-18193, bid deadline August 31. Tender documents available from India Supply Mission (Ref. D/ENQ/1102), 2536 Massachusetts Ave., NW., Washington, D.C. 20008.

● **URUGUAY**—4 diesel or gasoline engine compressors with a capacity of 7,500 liters per minute, trailer mounted. Only firms with agents or representatives in Uruguay may participate. Tender No. L 20, bid deadline August 11. Specifications available in Spanish. Ministerio de Obras Publicas, Seccion Licitaciones, Ave. 18 de Julio 1112, Montevideo.★ (Telephone: 202-WO 7-5589).

## 358 Service Industry Machines

**ENGLAND**—Commercial refrigeration equipment, including deepfreezers, display cases. Agency and direct purchase. Rosaire Ltd. (importer, service organization), 78 Uphill Rd., Mill Hill, London, N.W.7. WTD 6/24/64.

**★★ FINLAND—Trade Mission**

Vending machines for inside and outside installation. Representative. Mr. Lassooy, Managing Director, Tejado, Kuttilankoulu, Salo. I.R. 2.

Complete system for painting busses and repainting passenger cars. Miss Halen, Secretary to General Manager, Wihuri-yhtyma Oy, Witraktor, Helsinki-Lento. I.R. 97.

**FRANCE**—Commercial dishwashing machines; requests replies in French; direct purchase and agency. Societe Commerciale Française d'Importation (importing agent), 1 bis Rue Dupont des Loges, Paris 7e.

Air humidifiers, household and office types; want competitive prices for large scale sales on the French market; direct purchase and agency. Office du Froid (manufacturer), 97 Rue Aristide Briand, Levallois (Seine). WTD 4/11/63.

Semi-automatic water-softeners: industrial, household and consumer use. Blanchisserie Miracle (laundry), 54 Rue d'Auteuil, Paris 16e. WTD 11/21/64.

**GERMANY**—Prefabricated sewage purification plants for medium-size communities and enterprises; requests quotations cif Hamburg. Emil Georg Tessnow, Bauunternehmung (construction co.), 63 Kaiser-Wilhelm-Ring, 65 Mainz. WTD 6/19/64.

Merchandising machines, such as compartment vending machines, cigarette and hot and cold beverage vending machines; requests replies from U.S. manufacturers only with price quotations cif Hamburg or Bremen, request replies in German. Automatengesellschaft Elevend mbH & Co. (importer, wholesaler, distributor), 123-125 Winkelsweg, 4018 Langenfeld/Rhld. WTD 6/12/64.

● **IRAN**—Ice making plant, capacity 10 tons in 24 hours, continuous operation. Tender No. 43/728, bid deadline Sept. 16. The Iranian State Railways, Purchasing Dept., Maydane Rahe-Ahan, Tehran.★ (Telephone: 202-WO 7-5589).

● **URUGUAY**—One portable steam cleaning machine, Tender No. L 48, bid deadline approx. Sept. 21. Only firms with agents or representatives in Uruguay may participate. Ministerio de Obras Publicas, Seccion Licitaciones, Av 18 de Julio 1112, Montevideo.★ (Telephone: 202-WO 7-5589).

## 359 Machinery

**★★ FINLAND—Trade Mission**

Plumbers' tools, welding equipment, hoisting equipment, lathes, milking machines, presses, cranes, hoists, blocks. Mr. J. Parkkivaara, President, Oy Machine Tool Co., Pasila, Ilmala, Helsinki. WTD 3/1/62. I.R. 4.

## 361 Electric Transmission, Distribution Equipment

● **GUATEMALA**—Transformers, 11.25/15 MVA 3 phase, one; 1000 KVA, 3 phase, one. Tender No. 5-64, bid deadline August 5. Instituto Nacional de Electrificacion-INDE, 4a. Calle 5-10, Zona 1, Edificio Lubia, 5o. piso, Guatemala City. Specifications available from above address upon payment of $5 per copy. Correspondence preferred in Spanish.

● **INDIA**—Transformers, 65 MVA, 13.8/231 KV, 2; 6 MVA, 13.8/3.45 KV, 2; and 500 KVA, 3.3/.420 KV, 4. Specification No. APT-7/64, bid deadline August 3. Tenders available from Superintending Engineer, 10.2.3 A.C. Guards, Hyderabad-4, (A.P.), India upon payment of $11.55 per copy, not refundable.★ (Telephone: 202-WO 7-4242).

● **TUNISIA**—Transformers one each as follows: 30 MVA, 90/11 KV; 15 MVA, 90/33 KVA; and 15 MVA, 33/15 KV. Tender No. 150, bid deadline August 15. Societe Tunisienne de l'Electricite et du Gaz 38, Rue de Besancon, Tunis.★ (Telephone: 202-WO 7-4242).

**VENEZUELA**—Switchgear and switchboard apparatus over 1200 v.; indoor and outdoor power circuit breakers; power connectors; supervisory controls; power cubicles; indoor and outdoor A.C. power fuses for 2300 v. and over; circuit reclosers; switchboard regulators; relays; current limiting power resistors; stock coils; automatic and manual power switchboards; metal enclosed bus par power switchboards; metal enclosed power switchgear switchboards; indoor and outdoor switching equipment; for electrical utility companies. Direct purchase and agency. General Export-Import, C.A. Gexim, Edificio Mar, Ave. Francisco de Miranda, Chacao Caracas. WTD 1/28/64.

## 362 Electrical Industrial Apparatus

● **BURMA**—15 each, 12 to 15 KVA diesel generating sets, 230 v., single phase, 50 cycle with auxiliary equipment. Tender No. 342/42/MACH: 1/(64), bid deadline July 28. The Secretary (1), People's Stores Corp., c/o Foreign Office, Prome Rd., Rangoon.★ (Telephone: 202-WO 7-4242).

**FRANCE**—Generating sets with small power turbines; direct purchase and agency. Societe d'Applications Thermiques, Electriques & Mécaniques—SATEM (manufacturer), 165 quai du Docteur Dervaux, Asnieres (Seine). WTD 5/6/64.

## 363 Household Appliances

**BELGIUM**—Household laundry equipment and parts. Requests replies from manufacturers. Soprima S.P.R.L. (wholesoler, distributor), 6 Champs Elysées, Ghent.

Portable refrigerators, small sized, with independent power supply for camping. Armex s.a. (importer, exporter, commission merchant), 31 Sint Kathelijnevest, Antwerp. WTD 4/20/64.

**★★ FINLAND—Trade Mission**

Wall and alarm clocks (220 v., 50 cycles). Mr. Hallapera, Managing Director, T:mi Hallapera, Kapteeninkatu 26A, Helsinki. WTD 10/22/54. I.R. 11.

Garbage disposal units for 220 v., 50 cycle. Mr. Aaro Lahteenmaki, Head of Sales Dept., Sanko-Vikstrom Oy, Seponkatu 7, Lahti. I.R. 213.

Home electrical appliances (700 v., 50 cycle), tape recorders (transistorized), antenna rotators, stereo phonographers, roasters, sun lamps, tooth brushes, vacuum cleaners, dishwashers, washing machines, small hair dryer, "do-it-yourself" electrical tools. Mr. Thomas Alopaeus, Sales Manager, Salora Oy, Turuntie 8, Salo. I.R. 330.

**FRANCE**—Dishwashers household type; requests replies in French; direct purchase and agency. Societe Commerciale Française d'Importation (importing agent), 1 bis Rue Dupont des Loges, Paris 7e.

**GERMANY**—Household and kitchen appliances, electrical, non-electrical. Direct purchase and agency. Joachim Rathje (importer, sales agent), Bremen, Pelzer Strasse 39. WTD 2/18/63.

Stainless steel household articles. Contacto-Vertrieb (distributor), Hochdahl/Duesseldorf, Hildener Str. 103. WTD 9/26/63.

Small electric kitchen appliances. Requests replies in German. Bruno Sinofzik (wholesaler), 493 Detmold, Joseph-Hayden-Weg 19. WTD 3/28/62.

Electric hot plates. Direct purchase and agency. Requests replies from manufacturers. Witte & Sutor Gmbh (manufacturer), Murrhardt, Wuertt. WTD 7/3/63.

Electrical household goods, such as kitchen appliances, laundry equipment. Requests replies from manufacturers interested in selling under Quelle trade name. Grossversandhause Quelle (mail-order house), Fuerth/Bayern, Nuernberger St. 91-95. WTD 4/30/62.

**NETHERLANDS**—Domestic gas appliances (no cooking equipment), especially laundry dryers. Direct purchase and agency. J. S. Sietsema Klooster (sales agent), Remmingaweg 42, Haren (Gr.). WTD 9/17/63.

**NORWAY**—Automatic dishwashers, household. Direct purchase and agency. Fritz R. Wilhelmsen (importing wholesaler), W. Thranesgate 86, Oslo 1.

**SOUTH AFRICA**—Small household electric appliances such as can openers, toasters, juice extractors, irons, waffle irons, broilers, coffee makers, for 220 v.; requests replies from manufacturers only. Direct purchase and agency. S. Rumble (Pty.) Ltd. (manufacturers' agent, importing distributor), 5th Floor, 112 Loop St., Cape Town.

**SPAIN**—All kinds of household appliances. Direct purchase and agency. Rodriguez-Sabio Sanchez, C.B. (importer, exporter, agent), Virrey-Ossorio 37-39, La Coruna. WTD 5/16/63.

## 364 Electric Lighting, Wiring Equipment

**AUSTRALIA**—All types of electric lamps (bulbs): household, miniature, subminiature, special purpose. Direct purchase and agency. A. W. Ballantine, Manager Lamp Division, Sixteen Millimetre Australia Pty. Ltd., State Shopping Block, 49 Market St., Sydney. WTD 6/12/63.

**★★ FINLAND—Trade Mission**

Lamp shades, floor lamps, table lamps, hanging lamps, ceiling lamps, fluorescent lamps, flood lights, lighting fixtures. Mr. Hakkinen, Export Manager, Mr. Nordman, Plant Director, Orno, Kerava. WTD 2/29/62. I.R. 50.

**FRANCE**—Lamps, floor or table, for home decoration, de-luxe type. Direct purchase and exclusive agency. Jacques Dumont & Cie (importer, dealer), 7 Rue Pasteur, Paris X1e.

## 365 Radio, Television Receiving Sets

**AUSTRALIA**—Portable transistor television receivers for use in testing reception in rural areas; requests cif & e. price quotations. Stores & Contracts Branch, Postmaster General's Dept., Victoria Park, Brisbane, Queensland.

**FRANCE**—Phonograph records. Societe Arfrance-Critere (editor), 3 Rue du Fg St-Honoré, Paris 8e. WTD 4/16/64.

Miniature television sets and tape recorders; direct purchase and agency. Societe Française d'Acoustique Médicale "Acouvox" (importer, wholesaler), 3 Rue du Cirque, Paris 8e. WTD 6/25/64.

Tape recorders, amplifiers, audio equipment, accessories; other electronic appliances. Societe Cofraloc (importer, dealer), 8 Rue de Montyon, Paris 9e. WTD 6/25/64.

**GERMANY**—Radio-phonograph, TV sets; spare parts for use in service organization. Requests replies from manfacturers interested in selling under Quelle trade name. Grossversandhaus Quelle, Fuerth/Bayern, Nuernberger Str. 91-95. WTD 4/30/62.

## 366 Communication Equipment

**FRANCE**—Intercommunication devices; direct purchase and agency. Societe Française d'Acoustique Médicale "Acouvox" (importer, wholesaler), 3 Rue du Cirque, Paris 8e. WTD 6/25/64.

**MOROCCO**—5 Frequency shift converters cv 182/GRC 26 A; 5 Power supplies P.P.712/GRC 26 A; 5 Radio Teletypewriter control c/808/GRC 26 A; 5 Frequency shift exciters 639 c/TRC 7; 10 RF cables Assy CG 562/4 (6 FT); 5 Electrical special purpose cables AKY cx 1850/4 (3 FT); 5 Special cables ASSY CX 1151/4 (15 FT); 5 Cables Assy cx 2480/4 (2 FT—4 ins); 5 Cables cx 961/TRA 7; 5 CG 389/4 (6 FT); 5 Cabine Shelters S. 55/GRC; requests replies in French. Etablissements Tawfik (importer), 34 Ave. du Chellah, Rabat. WTD 1/27/64.

● **PAKISTAN**—12 dry disc rectifiers for use in telephone exchange facilities. Purchase No. 7-3/64/571, bid deadline July 30. Purchase Coordinating Officer, Directorate General of Telephone & Telegraph, Block No. 48-A, Pakistan Government Offices, Shahrah-e-Iraq, Karachi.★ (Telephone: 202-WO 7-4823).

● Supply of signaling and testing equipment comprising VHF trans-receiver sets, code transmission testing units, telephone sets, earth testers, cells and batteries, ammeters, voltmeters, insulators for Pakistan Western Railway. Bid deadline August 3. Government of West Pakistan, Railway Board (Room No. 7, First Floor), Empress Rd., Lahore. Tender No. PR-1/64/1/PMP/11, including drawings, may be reviewed in Transportation Equipment Division, Rm. 4314, BDSA-321, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-3296).

## 367 Electric Components, Accessories

**★★ FINLAND—Trade Mission**

Electronic measuring instruments, components for data processing equipment, telephones, radio-television, intercom, or any other electronic components. Mr. Nylund, Director, Elmika Oy, Yrjonkatu 34, Helsinki. I.R. 30.

## 369 Electrical Machinery, Equipment, Supplies

**FRANCE**—Small size electrical medical treatment apparatus; direct purchase and agency. Societe Française d'Acoustique Medicale "Acouvox" (importer, wholesaler), 3 Rue du Cirque, Paris 8e. WTD 6/25/64.

● **GREECE**—One X-ray unit of 1,000 M.A., with picture amplifier, motion picture reception, TV system; 4 X-ray units of 300 M.A., of 125 KV capacity. Estimated value $90,000. Tender No. C/427/64, bid deadline July 31. Ministry of Commerce, State Purchases Directorate "C," 50 Socratous St., Athens.★ (Telephone: 202-WO 7-2939).

## 371 Motor Vehicles, Motor Vehicle Equipment

**GERMANY**—Automotive accessories, parts, equipment for German and U.S. automobiles; springs, clutches, oil and air filters. Direct purchase and agency. Asemissen Fahrzeugteile GmbH (wholesaler), Bielefeld, Turnerstr. 17. WTD 7/30/62.

Automobile accessories. Direct purchase and agency. Allgemeine Industrie-Commerz Walter Von Weizenbeck (importer, wholesaler), 8 Muenchen 27, Hoechlstrasse 2. WTD 1/19/63.

**NEPAL**—Trucks, Diesel, up to 25 in number, 5-ton capacity, 119" wheel base; requests catalogues and quotations cif Calcutta. Nepal Industrial Development Corp., Juddha Rd., Kathmandu. WTD 11/12/63.

**SOUTH AFRICA**—Accessories, spare parts for motor vehicles; also motor tools, equipment. Woodville's (Pty.) Ltd. (importer, wholesaler, retailer), P.O. Box 1920, Durban, Natal. WTD 6/12/64.

Motor spares, accessories; tools for automotive use, especially lighter and cheaper types. A. Akal & Sons (importer, wholesaler, retailer), P.O. Box 1725, Durban, Natal. WTD 6/12/64.

Motor accessories, spare parts, workshop equipment of all types, mechanics' tools. Natal Motor Industries Ltd. (importer, retailer, wholesaler), P.O. Box 566, Durban, Natal. WTD 6/12/64.

## 373 Ship Building, Repairing

**JAPAN**—S.O.S. Buoy, capacity 500 kilo cycles and 2.091 mega cycles; direct purchase and agency. C. Katsumata, Korin Trading Co., Ltd. (Korin Shoji K.K.), No. 3, Nihonbashi Hon-cho 3-chome, Chuo-ku, Tokyo. WTD 1/7/64.

## 374 Railroad Equipment

● **THAILAND**—14 bogie oil tank wagons, one meter gauge, R.S.R. Specification No. SF-5/2507. Bid deadline September 15. State Railway of Thailand, Yod-Se, Bangkok. Specifications and drawings are available for review in Rm. 4314, Transportation Equipment Division, BDSA-321, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-3296).

## 375 Motorcycles, Bicycles, Parts

**SOUTH AFRICA**—Spares, accessories for bicycles, light motorcycles; also tools suitable for work on bicycles and motorcycles, particularly cheaper types. A. Akal & Sons (importer, wholesaler, retailer), P.O. Box 1725, Durban, Natal. WTD 6/12/64.

Accessories, hardware, gadgets, tools, for bicycles. Woodville's (Pty.) Ltd. (importer, wholesaler, retailer), P.O. Box 1920, Durban. WTD 6/12/64.

## 380 Professional, Scientific, Controlling Instruments

**ENGLAND**—Industrial control systems; digital data processing systems; data acquisition devices; industrial weighing and data processing; other custom-built electronic equipment. Agency and direct purchase. General Precision Systems Ltd., Industrial Products Division (manufacturer, exporter), Aldermanbury House, Aldermanbury, London, E.C. WTD 6/18/64.

## 381 Engineering, Laboratory, Scientific, Research Instruments

**FRANCE**—Nautical instruments including compasses, gyrocompasses, goniometers, sextants. Direct purchase and agency. Ets. Auffray & Cie (manufacturer, importer, agent), Porte Océane Nord, Le Havre (Seine Maritime). WTD 4/28/64.

**GERMANY**—Stainless steel laboratory equipment. Contacto-Vertrieb (distributor), Hochdahl/Duesseldorf, Hildener Str. 103. WTD 9/26/63.

● **GREECE**—Supply of topography instruments: One theodolite of direct reading of 1-second and 0, 1 second by estimation, with optical focusing and accessories; one tachymetric instrument with direct reading of 1 minute and 20 seconds, giving the image in erect position, with optical focusing and accessories. Tender No. 51499/64, bid deadline July 31. Ministry of National Defense, General Naval Staff, Athens.★ (Telephone: 202-WO 7-2939).

● **KOREA**—Supply of laboratory equipment including, but not limited to: photofluorometers, electric; stirring hot plates, electric; analytical balance; chemical centrifuge; steam pressure sterilizers; fine grinders; pocket hydrogen ionmeters; spectrophotometer phototubes; microscope illuminators. Tender No. KFX-4502-S, bid deadline July 29. Office of Supply, Government of the Republic of Korea, Seoul. Tender terms and specifications available from Procurement Attache, Embassy of Korea, 2322 Massachusetts Ave., NW., Washington, D.C. 20008.

● **VIET NAM**—Supply of laboratory equipment including accessories and spare parts. Tender No. 1343-25064, bid deadline August 7. Terms in English, specifications in French. Central Purchasing Authority, 140 Hong Thap Tu, Saigon.★ (Telephone: 202-WO 7-2939).

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**Late Leads**—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

### 382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

**NETHERLANDS**—Equipment for utilization, controlling of gas systems. Direct purchase and agency. N.V. Technisch Bureau Beuker, 524 Keizersgracht, Amsterdam. WTD 1/9/63.

### 384 Surgical, Medical, Dental Instruments

**CHINA**—Artificial limbs such as above elbow arm, below elbow arm, mechanical hand, hooks, plastic hand or gloves, above knee thigh and below knee leg; orthopedic apparatus, crutches, cervical brace, sacro brace, arch support and folding chair. The China Orthopedic Maker (manufacturer), 7, Lane 53, Section 3, West Hoping Road, Taipei, Taiwan.

**★★ FINLAND—Trade Mission**

Hospital operating tables. Mr. E. Laurila, Director, Mr. E. J. Tiili, Managing Director, RN-tuonti, Fredrikink 45A, Lahti. I.R. 200.★

Firefighting equipment, welding equipment, nozzles, nozzle valves for firefighting equipment. Mr. Esko Virta, Managing Director, Virta & Co., Linnankatu 3, Turku. I.R. 318.

**FRANCE**—Dental products including gypsum products, impression materials, plasters, stones, teeth porcelain, teeth resinous, waxes; requests replies in French. Dentacier s.a. (manufacturer), 51 Rue Vivienne, Paris 2e.

Dental equipment and instruments, dental supplies and products including gypsum products, impression materials, plasters, stones, teeth porcelain, teeth resinous, waxes; requests replies in French. Direct purchase and agency. Atlantic Codental (importer, wholesaler, agent), 21 Bis Rue de Paradis, Paris 10e.

Dental equipment and instruments, dental supplies and products including gypsum products, impression materials, plasters, stones, teeth porcelain, teeth resinous, waxes. Direct purchase and agency. Pyramid s.a. (importer, dealer), 24 Rue Jean Mermoz, Paris 8e.

Dental equipment and instruments, dental supplies and products including gypsum products, impression materials, plasters, stones, teeth porcelain, teeth resinous, waxes; requests replies in French. Direct purchase and agency. Societe Dentalex (importer, dealer), 24 Rue Godot-de-Mauroy, Paris 9e.

Protective safety devices including helmets, shields; goggles; welders' gloves of split leather and grain; direct purchase and agency. La Protection Rationnelle (manufacturer), 40 Rue Louis Blanc, Paris 10e. WTD 7/29/64.

**GERMANY**—Diving helmets, diving masks, diving shoes. Gummi-Kraus K.G. (importer, wholesaler, exporter, manufacturer), 7 Stuttgart-S, Olgastrasse 82. WTD 10/15/63.

### 386 Photographic Equipment

**FRANCE**—Photographic paper; requests replies in French. Pierre Jacquet (retailer, photographer), 127 Rue de Crimée, Paris 19e.

Photographic supplies, equipment, processes. Direct and purchase and agency. Dr. Albert Bur (importing wholesaler, distributer), 20, Rempart Joffre, Obernai (Bas-Rhin), WTD 6/26/64.

### 391 Jewelry, Silverware, Plated Ware

**GERMANY**—Flatware, stainless steel; for use in hotels, restaurants, hospitals, laboratories. Contacto-Vertrieb (distributor), Hocdahl/Duesseldorf, Hildener Str. 103. WTD 9/26/63.

**SOUTH AFRICA**—Stud and cuff link sets, similar to "Swank" or "Shield"; clasps for cultured pearl and imitation necklets, larger sizes; requests replies from manufacturers only. Direct purchase and agency. S. Rumble (Pty.) Ltd. (manufacturers' agent, importing distributor), 5th Floor, 112 Loop St., Cape Town.

### 393 Musical Instruments, Parts

**FRANCE**—Musical instruments including electronic musical instruments; direct purchase and agency. Socaro (importer/dealer), 18 Rue La Vieuville, Paris 18e. WTD 6/24/64.

### 394 Toys, Amusement, Sporting Goods

**★★ FINLAND—Trade Mission**

Fishing tackle, lures. Mr. Lindgard, Office Manager, Oy Aino Lindeman Ab, Vaasa. I.R. 60A.★

Luggage for men, women; camping equipment such as tents, sleeping bags, cots, all camping articles. Agents. Mr. & Mrs. Lars Green, Managing Directors, Oy Green & Green Ab, Loviisankatu 10, Porvoo. WTD 1/26/62. I.R. 48.★

**FRANCE**—Tennis equipment, principally high-quality de luxe rackets; tennis balls, other supplies; direct purchase and agency; requests replies from manufacturers only in French. Jacques Emmery (retailer), 42 Cours Georges-Clémenceau, Bordeaux, Gironde. WTD 6/29/64.

Toys, particularly dolls; direct purchase and agency. Charles-Albert Levasseur (importer, dealer), 32 Rue Anatole France, Lille (Nord).

### 396 Costume Jewelry, Novelties, Buttons, Notions

**★★ FINLAND—Trade Mission**

Gifts and souvenirs typical of certain section of the U.S. such as those from New England; Florida; Berea, Ky., Arizona—Indian merchandise; Northwest. Mr. Eino Muuri, Director, T:mi E. Muuri & Co., Kommandiittiyhtio, Oikokatu 6, Lahti. I.R. 219.

**GERMANY**—Quick-to-adjust safety belt buckles; other safety belt hardware. Offers should state cif Hamburg prices for quantities of 20,000; 50,000; 100,000; should be accompanied by samples. Karl-Heinz Kubald (importer, sales agent), 3051 Poggenhagen-Hannover.

**SOUTH AFRICA**—Fancyware, gift items, novelties for household and kitchen; novelty bar sets; requests replies from manufacturers only. Direct purchase and agency. S. Rumble (Pty.) Ltd. (manufacturers' agent, importing distributor), 5th Floor, 112 Loop St., Cape, Town.

### 399 Manufacturing Industries

**★★ FINLAND—Trade Mission**

Bathroom and bathtub fixtures, accessories. Mr. Jouko Saari, Sales Manager, T:mi Veljekset Saari, Lantinenkatu 26, Turku. I.R. 319.

**FRANCE**—Smokers' sets; stands; pipes, cigarette holders; supplies, including new articles and novelties; direct purchase and agency; requests replies from manufacturers only, in French. Société Degrange & Cie. (wholesaler), 6 Place Fernand-Lafargue, Bordeaux, Gironde. WTD 6/22/64.

Deluxe type perfume atomizers; direct purchase and exclusive agency. Jacques Dumont & Cie. (importer, dealer), 7 Rue Pasteur, Paris X1e.

**NETHERLANDS**—Brushes, all kinds, for washing cars. Direct purchase and agency. Praktix Mfg. Co. (sales agent, importer), 334 Osdorpplein, Amsterdam.

**PERU**—Smokers requisites such as pipes, tobaccos, other accessories. Virgilio Rojas—Libreria "Epoca", Belen 1042, Aptdo. 4703, Lima. WTD 6/23/64.

### 739 Business Services

**★★ FINLAND—Trade Mission**

U.S. engineering company who could plan overall factory installation for manufacture of heavy duty industrial bags from polyethylene. Mr. Arvi Tammivuori, Managing Director, Upo Osakeyhtio, Lahti. WTD 10/28/60. I.R. 208.

## Spain plans purchase of communication equipment

The Government of Spain will shortly request bids for the supply of telecommunications equipment at a cost of about $1.2 million. As yet, Tender Nos. and bid deadlines have not been announced.

Equipment will include 50 manual telegraph perforators, 50 automatic perforators, 12 radio transmitters, 2 radiotelegraph exchanges, and 876 teleprinters.

Specifications will be available for examination in August at the Ministerio de la Gobernacion, Madrid. Interested firms are advised to contact the Ministerio for additional information.

The Spanish Government usually accepts bids only from companies represented in Spain.

## New Trade Lists

*The Bureau of International Commerce, Commercial Intelligence Division, has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from the Commercial Intelligence Division and from Department of Commerce Field Offices. The price if $1 a list for each country.*

*Most of these lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are dated June, unless otherwise marked.*

Business Firms—Angola, May.
Business Firms—Reunion.
Chemical Importers and Dealers—Denmark.
Household Appliance Importers and Dealers—France.
Machine Tools, Dies, Other Metalworking Machinery, and Industrial Furnace Importers and Dealers—Israel, June.
Machinery, Equipment and Supplies, Electrical Importers and Distributors—Argentina.
Metallurgical and Metal Working Plants—Sweden, February.
Petroleum Product Importers, Dealers, Producers and Refiners—Trinidad and Tobago.
Photographic Supplies, Dealers and Photographers—El Salvador.
Photographic Supplies, Dealers and Photographers—United Arab Republic.

## Chile to buy 4 presses

The Empresa Periodistica "La Nacion," Calle Agustinas 1269, Santiago de Chile, wishes to purchase 4 typographic presses complete with accessories and electric motors for 380-v., 50 cycles. Press sizes are: one press, 32 x 44 centimeters, 2 presses, 55 x 77 cm. and one press, 77 x 110 cm.

These are not to be offset presses.

There is no fixed bid deadline. Correspondence is preferred in Spanish.

## Korea seeks tin and cable

The Office of Supply, Government of the Republic of Korea, Seoul, Korea, has announced Invitation No. KFX-4049-S, bid deadline August 4, for 12,507 pounds of tin and 8,752 yards of steel armored telephone cable.

Copies of the tender are available on a limited loan basis to firms located in the U.S. from the Copper Division, BDSA-316, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-2162.

# International Representation

*The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.*

### 202 Dairy Products

**IRAN**—Milk powder for infants; requests replies from manufacturers only. Iran-Pharmic Co. (importer, wholesaler, retailer), 19 Goudarzi St., Pahlavi Ave., Tehran. WTD 1/14/64.

### 203 Canning, Preserving Foods

**ITALY**—Canned asparagus, canned fruit, juices. Dott. Rinaldo Morasso (importer, wholesaler), 10/17 Via Federico Delpino, Genoa. WTD 4/12/63.

### 211 Cigarettes

**AFGHANISTAN**—Cigarettes all brands; exclusive agency; requests replies from manufacturers only. Nusraty & Co. (importer, exporter, wholesaler, retailer), Jadeh Andrabi, Kabul. WTD 8/14/63.

### 220 Textile Mill Products

**SOUTH AFRICA**—Textile piece goods; furnishing and drapery fabrics; wool, cotton, synthetics and mixtures. E. H. Amra & Co. (manufacturers' representative), 46a Queen St., Durban. WTD 6/15/64.

Suitings, wool, synthetic and mixtures; shirting materials, especially prints for sports shirts, cotton, synthetics and mixtures; requests replies from manufacturers only. National Textiles (Durban) (Pty.) Ltd. (manufacturers' agent), P.O. Box 1715, Durban, Natal. WTD 6/12/64.

### 221 Broad Woven Fabric Mills, Cotton

**FRANCE**—Upholstery fabrics, all kinds; also bed spreads. Ets. Maurice Decroix (manufacturer, importer, exporter), 11 Rue Diaz, Boulogne (Seine). WTD 4/29/64.

### 223 Broad Woven Fabric Mills, Wool

**CHINA**—Woolen material of the type used in manufacturing caps. Shanghai Vans Brothers Caps Factory, 74, Section 1, Roosevelt Rd., Taipei, Taiwan.

### 225 Knitting Mills, Products

**UGANDA**—Knit shirts of poplin, polyester fiber for men, boys, children; full-fashioned seamless hose for men, women, children. Fortune Pools Agency (Proprietor, B. J. Bhimani), P.O. Box 30452, Kampala. WTD 6/24/64.

### 228 Yarn, Thread Mills, Products

**SOUTH AFRICA**—Invisible nylon sewing thread for use by clothing industry. E. H. Amra & Co. (manufacturers' representative), 46a Queen St., Durban. WTD 6/15/64.

### 229 Textile Goods

**SOUTH AFRICA**—Lace curtaining; cotton, synthetic or mixtures. E. H. Amra & Co. (manufacturers' representative), 46a Queen St., Durban. WTD 6/15/64.

### 230 Apparel

**SOUTH AFRICA**—Men's and women's outer garments. E. H. Amra & Co. (manufacturers' representative), 46a Queen St., Durban. WTD 6/15/64.

Winter and summer women's fashion wear. G. M. Kirsch Agencies (manufacturers' agent), 360 Grand Parade Centre, Cape Town.

### 233 Women's, Misses', Juniors' Outerwear

**FRANCE**—Women's slacks, town, sport, beach, de luxe quality; requests replies in French. Sport-Jeune (manufacturer), 103 Rue Réaumur, Paris 2e. WTD 8/14/63.

### 241 Logging Camps, Logging Contractors

**BELGIUM**—Logs for paper pulp preparation. Ets. Tob (importer, manufacturer), 51 Rue de Suede, Brussels. WTD 7/18/63.

### 261 Pulp Mills, Products

**BELGIUM**—Wood pulp, chemfibre, chemipulp; semichemical, groundwood. Ets. Tob (importer, manufacturer), 51 Rue de Suede, Brussels. WTD 7/18/63.

### 262 Paper Mills, Products

**BELGIUM**—Papeterie paper stock, paper used for book printing, printing in general, including newsprint. Ets. Tob (importer, manufacturer), 51 Rue de Suede, Brussels. WTD 7/18/63.

**ITALY**—Kraft liners for cardboard packaging. Fochi Guido (agent), 35 Via Bertola, Turin. WTD 9/16/63.

### 263 Paperboard Mills, Products

**BELGIUM**—Solid groundwood pulp board; kraft board. Ets. Tob (importer, manufacturer), 51 Rue de Suede, Brussels. WTD 7/18/63.

### 282 Synthetic Materials

**BELGIUM**—Synthetic fibers: nylon, acrylic, polyester, vinyl, acetate, viscose; requests replies from producers only. Jacques Walton (commission merchant), 5 Rue de Blankenberge, Gent. WTD 2/12/64.

**FRANCE**—Foam-back rayon staple fabrics. J. Danal (manufacturer), 6 Rue du Parc Royal, Paris 3e. WTD 6/24/64.

### 301 Tires, Tubes

**AFGHANISTAN**—Tires, inner tubes, all kinds, for European and U.S. cars, trucks; exclusive agency; requests replies from manufacturers only. Nusraty & Co. (importer, exporter, wholesaler, retailer), Jadeh Andrabi, Kabul. WTD 8/14/63.

### 332 Iron, Steel Foundries

**LIBERIA**—Cast iron pressure pipe and fittings in sizes 2-16"; galvanized iron pipe and fittings ¼-3" sizes; exclusive agency. Rasamny Brothers, Inc. (importer, wholesaler, retailer), P.O. Box 104, Monrovia. WTD 8/12/63.

### 341 Metal Cans

**GERMANY**—Equipment, apparatus made from non-rusting steel for use in food, beverage, chemical, pharmaceutical industries. Munck & Schmitz Vertriebs GmbH (agent, distributor), Koeln-Poll, Poller Kirchweg 92-104. WTD 6/28/62.

### 342 Cutlery, Hand Tools, General Hardware

**UGANDA**—Cutlery, all kinds, for table and kitchen use. Fortune Pools Agency (Proprietor, B.J. Bhimani), P.O. Box 30452, Kampala. WTD 6/24/64.

### 349 Fabricated Metal Products

**GERMANY**—Equipment, apparatus made from non-rusting steel for use in food, beverage, chemical, pharmaceutical industries. Munck & Schmitz Vertriebs GmbH (agent, distributor), Koeln-Poll, Poller Kirchweg 92-104. WTD 6/28/62.

### 353 Construction Machinery

**GERMANY**—Pneumatic conveying systems. Industrie Technik Erich A. Hindermann (agent), Duesseldorf-Nord. WTD 4/14/64.

Hydraulic systems. Desires exclusive agency. Bachofen GmbH & Co. (engineering office, agency), Franz-Ruecker-Allee 58, Frankfurt am Main 13. WTD 8/14/63.

**NORWAY**—Conveyors, also components and parts for conveyors built by Bull & Co.; requests replies from manufacturers only. Bull & Co. (engineers, manufacturers' agents), Heimdalsgate 25, Oslo.

**TURKEY**—Excavators, motorgraders, crawler-tractors, crushers, cranes, compressors asphalt finishers and distributors, electric generators and welders, soil-stabilizers, rollers, earth drillers and boring machines, pile hammers, vibrators, concrete machinery; requests replies from manufacturers only. Standard Belde Ticaret ve Sanayi A. S., Halaskargazi Cad. 268, Şişli, Istanbul. WTD 6/19/64.

### 355 Special Industry Machinery

**GERMANY**—Machinery, all types, for use in steel industries. Munck & Schmitz Vertriebs GmbH (agent, distributor), Koeln-Poll, Poller Kirchweg 92-104. WTD 6/28/62.

Machines for food, feed, chemical, plastics industries. Industrie-Technik Erich A. Hindermann (agent), Duesseldorf-Nord. WTD 4/14/64.

**SOUTH AFRICA**—Oil prospecting machinery

and equipment; chemical processing machinery, tanks for use in chemical processing, ancillary equipment; petroleum refining machinery and equipment. Philip H. Moore (Pty.) Ltd. (manufacturers' agent), 1120 United Bldg., 291 Smith St., Durban. WTD 6/15/64.

**SPAIN**—Sea water desalting installations and equipment; sewage disposal installations and equipment; exclusive agency. Luis Lorenzo Bayón (agent), León y Castillo 100, Las Palmas de Gran Canaria, Canary Islands. WTD 6/17/64.

### 356 General Industrial Machinery

**GERMANY**—Machinery, all types, for use in steel industries. Munck & Schmitz Vertriebs GmbH (agent, distributor), Koeln-Poll, Poller Kirchweg 92-104. WTD 6/28/62.

Air filtering equipment. Industrie-Technik Erich A. Hindermann (agent), Duesseldorf-Nord. WTD 4/14/64.

**NORWAY**—Tape dispensers, electric, with ability to furnish 2 lengths of gum paper; must operate on 220 v. AC, 50 cycles. Hvistendahl & Juel A/S (manufacturers' agent), P.O. Box 575, Oslo.

### 361 Electric Transmission, Distribution Equipment

**FRANCE**—Miniature toggle switches, potentiometers for aircraft and missiles. European Market Association (manufacturer, importer, agent), 34 Rue de la Victoire, Paris 9e. WTD 5/20/64.

**GERMANY**—Voltage regulators. Industrie-Technik Erich A. Hindermann (agent), Duesseldorf-Nord. WTD 4/14/64.

Pressure switches, micro-switches. Desires exclusive agency. Bachofen GmbH & Co. (engineering office, agency), Franz-Ruecker-Allee 58, Frankfurt am Main 13. WTD 8/14/63.

### 366 Communication Equipment

**NORWAY** — Transceivers (walkie-talkies), VHF, military, for field use; widely transistorized. J. M. Feiring A/S, 1 Lilletorget, Oslo 1. WTD 3/8/63.

### 382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

**GERMANY**—Pressure switches, thermostats, micro-switches. Desires exclusive agency. Bachofen GmbH & Co. (engineering office, agency), Franz-Ruecker-Allee 58, Frankfurt am Main 13. WTD 8/14/63.

Instruments and systems for controlling humidity, pressure, temperature. Industrie-Technik Erich A. Hindermann (agent), Duesseldorf-Nord. WTD 4/14/64.

**LIBERIA**—Water meters; exclusive agency. Rasamny Brothers, Inc., (importer, wholesaler, retailer), P.O. Box 104, Monrovia. WTD 8/12/63.

### 384 Surgical, Medical, Dental Instruments

**FRANCE**—Dental equipment and instruments; dental supplies and products including gypsum products, impression materials, plasters, teeth porcelain, teeth resinous, waxes; requests replies in French. Societe Ouest Dentaire—H. Rémaud (importer, retailer), 85 Rue du Mail, Angers (Maine & Loire).

### 385 Ophthalmic Goods

**NEW ZEALAND**—Optical goods, spectacle frames, instruments and allied merchandise. J. Lowinger & Co. Ltd. (importer, manufacturers' representative), P.O. Box 897, Christchurch, 1. WTD 3/31/64.

### 394 Toys, Amusement, Sporting Goods

**AUSTRALIA**—Reels used for water ski tow ropes. Queensland Import & Agency Co. Pty. Ltd. (importer, wholesaler), Perry House, Elizabeth St., Brisbane, Queensland. WTD 6/18/64.

### 505 Farm Products—Raw Materials

**NORWAY**—Malt barley; other grains. Erik Berg & Oppegaard A/S (agent), 10 Rosenkrantzgaten, Oslo 1.

### 641 Insurance Agents, Brokers, Service

**UGANDA**—U.S. insurance company not at present represented in Uganda. Fortune Pools Agency (Proprietor, B.J. Bhimani), P.O. Box 30452, Kampala. WTD 6/24/64.

## Visiting Buyers and Officials

*Scheduled arrival dates and U.S. addresses indicated*

**AUSTRIA**—A. M. Schacker, D-Eng., representing Fritz Fuchs Co., Electrical & Mechanical Mfg., Gross-Siegharts, N.Oe., interested in **hydraulic-pneumatic electronic development work; special machinery for automation programming** and **electro-mechanical instruments.** Last week July via New York for 2 months. c/o A. M. Schacker, 71-21 Loubet St., Forest Hills, L.I., N. Y. Itinerary: New York, Chicago, Indianapolis, San Francisco.

**COSTA RICA**—Rogelio Aguilar Morux, representing Fabrica de Billares Aguilar Hnos. Ltda., Aptdo. 46, Alajuela, interested in visiting factories manufacturing **billiard** and **pool tables** and requesting technical information for same. Here for 2 weeks. c/o Consulate General of Costa Rica, 420 Lexington Ave., New York, N.Y. Itinerary: New York, Philadelphia, Chicago, Boston, Los Angeles, San Francisco.

**FRANCE**—Benjamin Heler, President, General Manager, Labomatic, 8 Rue de Penthievre, Paris, interested in agency for **medical apparatuses, electronics, laboratory apparatuses and appliances (medical and scientific);** requesting technical information on blood, gas and automatic analyzers, flame photometers, centrifuges, telethermometers. July 20-August 1 via New York for 2 weeks. c/o French Chamber of Commerce, 250 West 57th St., New York, N. Y. Itinerary: New York; Chicago; Milton, Wis.; San Francisco; Palo Alto.

Henri Verbruggen, representing Ets. Edmond Verbruggen & Fils, 7 Rue de Tournon, Paris 6e, **interested in representing in France U.S. manufacturers** of **small electrical devices,** also **electrical gadgets.** July 31 via New York for one month. c/o T. Seguin-Rousseau, 25-10 31st Ave., Astoria, L.I. 2, N.Y. Itinerary: New York, Washington.

**ISRAEL**—Shabati Sinai, Rassco Rural & Suburban Settlement Co., Ltd., Tel Aviv, interested in meeting firms willing to grant **licenses, know-how,** invest, supply used **machinery,** or negotiate **patent rights for** the **manufacture of aerosol products,** other than cosmetics, in Israel; also **seeking linen rental firm** to advise Rassco on how to establish linen service and laundry in Tel Aviv. July 20 via New York for 6 weeks. c/o Rassco Israel Corp., 250 West 57th St., New York, N.Y. Itinerary: New York, Canada, New York.

Josef Werthammer, Managing Director, Engineering Supplies Ltd., Citrus House, 22 Harakevet St., P.O. Box 45, Tel Aviv, interested in import and exclusive **agencies for: machine tools, sheet metalworking machinery, gasoline engines, garage equipment (new developments and inventions), generating sets, building machinery, road construction machinery, screw and rotary compressors, pneumatic industrial equipment, industrial transportation and handling equipment;** also requesting technical information on above lines. Beginning August via New York for 4 weeks. c/o Dr. Siegfried Werthammer, 304 Holeswade Drive, Huntington, West Virginia or Technical Trading International, 154 Nassau St., New York, N.Y. Itinerary: New York, Chicago, Minneapolis, Cleveland, Cincinnati, Huntington, W.Va.

**ITALY**—Paolo Galli Zugaro, representing Metalpower, Via Teodosio 74, Milan, interested in importing **used packaging machinery.** Here for 2 weeks. c/o Italian Consulate General, 666 Fifth Ave., New York, N.Y. Itinerary: Chicago, Pittsburgh, New York.

**NEW ZEALAND**—Charles E. Davies, representing Nelson Fish Canning Exploratory Co. & Nelson Industrial Development Committee, 266 Hardy St., Nelson, interested in: **fish, fish canning, food preserving, mineral development;** contacting U.S. firms interested in establishing **joint venture companies.** July 31 via New York for 30 days. c/o New Zealand Embassy, 19 Observatory Circle, Washington, D.C. 20008; New Zealand Consulate General, 153 Kearny St., San Francisco, Calif. Itinerary: New York, San Francisco, Portland, Long Beach, Washington.

Joseph Lowinger, Managing Director, J. Lowinger & Co. Ltd., 30 New Regent St. (P.O. Box 897), Christchurch 1, interested in: **optical goods** including eyeglass frames, instruments and allied merchandise; **hearing aids, medical** and **dental supplies** and **instruments; novelties.** July 31 or early August via New York for 2 months. c/o Department of Commerce Field Offices in New York, Chicago, San Francisco. Itinerary: New York, Washington, Chicago, San Francisco, Los Angeles, Fort Lauderdale.

**PAKISTAN**—Syed Shabbar Hussain, Director, Blackhawk Engineers Ltd., 43-F Gulberg, Lahore, interested in **pesticides, insecticides, fertilizers, earth-moving machinery** and **water well drilling rigs** and requesting technical information for same. July 20 via New York for 2 months. c/o Munir Husain C.S.P., Economic Comptroller, Pakistan Embassy, 2315 Massachusetts Ave., NW., Washington, D.C. 20008. Itinerary: New York, Washington, San Juan, Springfield, Ohio, Chicago, San Francisco, Los Angeles.

**SYRIA**—Selim I. Toros, representing self, P.O. Box 1075, Aleppo, interested in **mineral lubricating oils** and **greases** and requesting technical information on lubricants in general. End July via New York for 45 days. c/o Dr. Joseph Sabri, 4004 33rd St., N., Arlington, Virginia. Itinerary: Boston, New York, Washington.

# Leads for Importers

*Commodities are offered direct unless specified.*

### 019 Commercial Farms

**FRANCE**—Fodder grass and seeds, including French clover, crimson clover, trefoil (lotus corniculatus); others; good quality selected seeds. Wholesale exportation preferred by grower. Establissements L. Lasserre, 1-3 Rue de la Charite, Toulouse, Haute Garonne. WTD 4/15/64.

### 201 Meat Products

**AUSTRALIA**—Cowhides, wet and dry, unslated, 6-8 ton consignments or larger. Queensland Hide Export & Agency Co. Pty. Ltd., Perry House, Elizabeth St., Brisbane. WTD 6/18/64.

### 203 Canning, Preserving Foods

**CHILE**—Pulses, onions, lemons. Mathiesen S.A.C., Moneda 1160, Casilla 9495, Santiago. WTD 5/13/64.

### 207 Confectionary

**★★ FINLAND—Trade Mission**

Agent wishes to sell plain and nut-filled chocolates and soft Finnish licorice to dept. stores. Brunberg Oy, Porvoo. I.R. No. 53.

### 209 Food Preparations

**CHILE**—Bee honey. Mathiesen S.A.C., Moneda 1160, Casilla 9495, Santiago. WTD 5/13/64.

### 212 Cigars

**GERMANY**—Manufacturer wants U.S. firm to act as agent for cigars and cigarillos. Otto Beckmann & Co., 61 Borriesstr., 498 Buenda/Westf. WTD 6/11/64.

### 227 Floor Covering Mills

**★★ FINLAND—Trade Mission**

High quality, all wool wall and floor rugs; hand made. Vaasan Matto Oy, Vaasa. I.R. 69.

**PAKISTAN**—Woolen carpets. Sheikh Brothers, R-2 Nila Gumbad, Lahore. WTD 6/17/64.

### 229 Textile Goods

**MOROCCO**—Crin vegetal (vegetable hair). Societe Generale des Crins et Fibres, 7 Rue des Lois, Oujda. WTD 5/15/64.

### 233 Women's, Misses', Juniors' Outerwear

**FRANCE**—Women's and misses' coats, suits, high quality. Sport-Jeune (manufacturer), 103 Rue Reaumur, Paris 2e. WTD 8/14/64.

### 239 Fabricated Textile Products

**PAKISTAN** — Curtains, towels, (turkish, bath), bed sheets, table cloths, sofa and pillow covers. Sheikh Brothers, R-2 Nila Gumbad, Lahore. WTD 6/17/64.

### 242 Sawmills, Planing Mills

**FRANCE**—Dealer in French hard and softwoods (oak, walnut, beech, maritime pine, others) and lumber; also tropical woods, hard and soft, of all varieties and categories. Direct sales to importers. Societe Meneret & Cie., 72 quai des Chartrons, Bordeaux. WTD 6/26/64.

### 243 Millwork, Veneer, Plywood, Prefabricated Structural Wood Products

**★★ FINLAND—Trade Mission**

Manufacturer seeking dealers for hand made log bldgs.; can be supplied complete except glass and roof shingles; outer shell only; no roof rafters or floor joists; or made to specifications. Alajarven Huvilanveistajat ry., c/o V. J. Jaaskelainen, Bulevardi 17 D 20, Helsinki. I.R. 95.

Shutter board; sizes 50 x 109″ or smaller; thickness 9, 13, 17 mm; glued with "WBP" sheet covered with fenol resin film. Formaliitti Oy, Luumaki. I.R. 83.

### 251 Household Furniture

**★★ FINLAND—Trade Mission**

Distributor or factory representative for medium price line of modern Finnish design wood and upholstered furniture; convertible beds. Hameen Kalustaja, Savon Valtatie, Lahti. I.R. 78.

### 277 Greeting Card Manufacturing

**BELGIUM**—European greeting cards. Dekorte P.V.R.A., Antwerpse Steenweg 100, St. Amandsberg, Chent.

### 284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

**★★ FINLAND—Trade Mission**

Finnish sauna soap; Birch leaves (yellow); Pine (green); Lilac (white); Smoke (sauna). Vasa Tval Ab, Vasa. I.R. 60.

### 289 Chemical Products

**GERMANY**—Modern and conventional core sand and moulding sand binders for foundries. Manufacturer seeks direct sale or agency. Kernfest KG., Arthur Braun & Co., Chemische Fabrik, 16 Reisholzstrasse, 401 Hilden/Rhld. WTD 6/22/64.

### 302 Rubber Footwear

**PAKISTAN**—Boots and shoes for men, women, children. Sheikh Brothers, R-2 Nila Gumbad, Lahore. WTD 6/17/64.

### 307 Plastic Products

**★★ FINLAND—Trade Mission**

National distributor or several agents sought for plastic housewares. PMT-(Tuote) Product —Pohjaniemi Ltd., Pori 6. I.R. 94.

### 328 Cut Stone Products

**★★ FINLAND—Trade Mission**

Manufacturer of Finnish granite used for monuments, cemeteries, building and construction industries. Suomen Kiviteollisuus Oy (subsidiary of Paraisten Kalkkivuori), Bulevardi 28, Helsinki. I.R. 63.

### 332 Iron, Steel Foundries

**★★ FINLAND—Trade Mission**

Stainless steel fittings for boats, rustproof; fittings for bottle washing machinery; cheese kettles and presses. Koltek Oy—MKT Factories Ltd., Ormustie, Malmi Helsinki. I.R. 55.

### 342 Cutlery, Hand Tools, General Hardware

**★★ FINLAND—Trade Mission**

Security locks; door handle not necessary; 20 million variations available. Wartsila yhtyma Oy, Helsinki. WTD 1/24/64. I.R. 40.

Wholesalers sought for metal and plastic hardware. Fa Stranden, Jakobstad. I.R. 84.

**FRANCE**—Trowels of various types, related hand-tools and implements, for bricklayers, plasterers, molders, other uses; good quality. Manufacturer prefers direct sales to wholesale importers. Etablissements Rene Bouvais, 10 Rue des Freres-Bonie, Bordeaux. WTD 6/29/64.

### 343 Heating Apparatus, Plumbing Fixtures

**NETHERLANDS**—Firm seeks import representative for liquid gas appliances. Gateway Products, 78 de Sitterlaan, Leiden. WTD 3/11/64.

### 345 Screw Machine Products

**YUGOSLAVIA**—Wood screws, machine bolts, related items. Metalka, 2 Dalmatinova St., Ljubljana, P.O. Box 202.IV. WTD 4/9/64.

### 355 Special Industry Machinery

**★★ FINLAND—Trade Mission**

Agent for metal detector to protect sawmill and chipping machinery from metal in logs. Televa (owned by Finnish Government), Leppavaara. I.R. 81.

### 361 Electric Transmission and Distribution Equipment

**★★ FINLAND—Trade Mission**

Wholesalers sought to handle housings molded from polycarbonate for electrical switches, fuses. Sahko-ja Koneliike Oy Hermes, Lonnrotinpuistikko 5, Helsinki. Wholly owned subsidiary of Fiskars Ab. WTD 10/23/63. I.R. 71.

### 363 Household Appliances

**★★ FINLAND—Trade Mission**

Electric heaters for 110 v.—60 cycle operation. Koltek Oy—MKT Factories Ltd., Ormustie, Malmi Helsinki. I.R. 55.

**FRANCE**—Radiator heaters, portable, including units on casters, patented products of new types suitable for heating workshops, homes, large rooms; broad heat range in 3 positions from 1,000 watts to 3,000 watts, inclusive, 110-120, 220-380 v. Categories comprise oleo-electrical radiators, tubular-steel, and heat-accumulators. Simon Freres, 6 Ave. General-Duche, Objat, Correze. WTD 6/29/64.

**SWEDEN**—Portable meat and fish smokers; 39 (height) x 13 x 13″ and 31.2 x 9.8 x 9.8″; can also be used as grill. Smogens Plat- & Svetsindustri, Wahle & Johansson, Smogen. For descriptive leaflet write: Commercial Intelligence Division, BIC, Rm. 6311, Department of Commerce, Washington, D.C. 20230. WTD 6/19/64.

### 391 Jewelry, Silverware, Plated Ware

**★★ FINLAND—Trade Mission**

National jobber or distributor sought for gold and silver jewelry for men and women;

also jewelry made of quartz, spectrolite (Finnish) aquamarine. Kaunis Koru Oy, Aleksanterink. 11, Helsinki.

### 399 Manufacturing Industries

**★★ FINLAND—Trade Mission**

Manufacturer desires representation for complete line of candles and metal candle stick holders. Vasa Tval Ab, Vasa. I.R. 60.

### 509 Wholesalers

**AUSTRALIA**—Aboriginal art work, including bark paintings, shells, spears, woomeras, nulla, nullas. Queensland Import & Agency Co. Pty. Ltd., Perry House, Elizabeth St., Brisbane. WTD 6/18/64.

## UAR to buy 6 plants for processing food

The General Organization for Executing the Five Year Industrial Plan, 6 Khalil Agha St., Garden City, Cairo has announced a tender for the supply, erection and startup of 6 plants for processing and canning vegetables and fruits. The plants will be installed at Kaha, Kafr El Sheikh, Beni Souef, Fayoum, Sharkia and Monofia.

Bid deadline is Oct. 20.

Copies of the tender and complete specifications are available on a short-term loan basis to firms domiciled in the U.S. from the GIEC Division, BDSA-323, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-5589.

## Specifications available for project in Iran

The Directorate General of Industrial Design & Construction, Ministry of Industry, Iraq, has furnished one set of specifications for the Samarra Hydroelectric project, Contract No. 1/5/19, bid deadline October 17, (INTERNATIONAL COMMERCE, July 6, p. 67).

The specifications are available for review only at the Power & Electrical Equipment Division, BDSA-325, Rm. 4124, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-4242.

### Write for summary

**A quarterly summary of planned construction, contract award stories and significant foreign government tenders that have been published in *International Commerce* and the *Commerce Business Daily* during April, May and June is available to U.S. firms from BDSA's Trade Opportunities Staff (111), U.S. Department of Commerce, Washington, D.C. 20230. A preaddressed mailing label should be included with request. The summary may also be seen at any of the 42 Department of Commerce Field Offices.**

**The Summary alphabetically lists country and category of project within the country and gives names and addresses of contacts as well as citation of original publication dates. Only a limited supply of the Summary is available. Requests will be filled as long as the supply lasts.**

# Construction Projects

**ALGERIA**—A $21 million loan to partially finance the Hamra-Arzew oil **pipeline** was granted by the Kuwait Fund For Arab Economic Development (KFAED) to Algeria. The crude oil pipeline project will be 805 kilometers long when completed. Initially, the installation will include receiving and shipping terminals as well as 3 pumping stations which will handle an annual throughput up to 10 million tons of Sahara crude. It will have a capability of transporting LPG such as propane and butane. The pipeline design provides for a two-stage expansion for total capacity flow of 22 million tons per year. Contact: Societe Nationale de Transport et de Commercialization de Hydrocarbures, Algiers.

**BELGIUM**—(100 francs = US $2). A large **shopping center** will be constructed at Woluwe St. Lambert, a suburb of Brussels. The first such enterprise in Belgium, the center will occupy an area of 60 thousand sq. meters of which 31 thousand will consist of 2 large department stores, 60 commercial establishments and 2 supermarkets. The parking area will accomodate 17,000 vehicles. Construction, scheduled to begin in September, will cost about BF 400 to 500 million ($8 to $10 million). Completion is expected in 2 years.

The center was designed by U.S. architects Copeland, Novak and Israel, 744 Lexington Ave., New York, N.Y., and constructed as an investment by an unidentified foreign concern.

Construction of this large shopping center is reportedly an excellent opportunity for the sale of U.S. display, refrigeration, packing and other store equipment. Contact: SODEGAL, Society for the Expansion & Development of the Galeries Anspach, c/o U.S. Embassy, 27 Blvd. du Regent, Brussels.

**COSTA RICA**—(100 colones = US $15). An Inter-American Development Bank technical assistance loan of $140,000 to help finance **studies to improve and expand the sewage system of San Jose** was made to Servicio Nacional de Acueductos y Alcantarillados (SNAA) of San Jose, a semi-autonomous governmental agency which administers the nation's water supply and sanitary facilities.

The technical assistance loan will cover 65% of the cost of a project which will enable Costa Rica to hire the necessary consulting firms to prepare a feasibility study, draft designs, specifications, budgets and financial and socio-economic reports, including a rate system, for the first stage in a contemplated program to improve the city's sewage system.

Improvement of the city's sanitary system is being planned concurrently with a program being carried out by SNAA with the aid of loans from the Export-Import Bank and the Agency for International Development to improve and expand the city's water supply system.

The technical assistance loan from the Bank would help finance a revision and expansion of studies already carried out by SNAA for the sanitary system.

**DENMARK**—(100 kroner = US $14.50). The following contracts awards have been announced. Kampmann, Kierulff & Saxild A/S (also known as Kampsax) Dagmarhus, Raadhuspladsen, Copenhagen V, (WTD Feb. 6, 1959) has been awarded a 200-million-kroner contract to build 3 **highways** in north and northeast Thailand. The project calls for 560 kilometers of roads and is expected to take 3½ years to complete. Colon Emballage A/S, 135 Tagensvej, Copenhagen NV, (WTD June 25) plans to build a new **corrugated paper factory** in Stevnstrups, 6 kilometers from Randers, in Jutland. The company has purchased 83,000 square meters of land in Stevenstrups for this purpose and for possible future expansion. Construction is expected to begin late this Fall and the factory to begin operation the end of 1965. Colon Emballage is jointly owned, on a 50-50 basis by De Forenede Papirfabrikker A/A Denmark (WTD June 29) and Svenska Cellulosa A/B, Sweden.

**GREAT BRITAIN**—(£1 = US$2.80). Seven major oil companies have separately announced plans to build new **oil refineries** or to **expand construction projects** already planned. These announcements cover the following projects:

Gulf Oil Corp. (U.S.), 2 million ton refinery, estimated cost £12 million. Total (French), 3-million ton refinery on the Humber Estuary, estimated cost £12 million, completion in 1967. Imperial Chemical Industries-Phillips Petroleum Co. (U.S.) joint venture, 5-million ton refinery on Teeside, estimated cost £10 million, completion in 1966. E. N. I. (Italian), 2-million ton refinery on Canvey Island, estimated cost £15 million, completion in 1967. Shell, increasing capacity of projected refinery at Teesport from 4 to 6 million tons, estimated cost £19 million. British Petroleum Ltd., expanding by 2½ million tons capacity of its refinery at Llandarcy, raising production to 8 million tons by 1967. Petrofina (Belgian), has option on site of Humber estuary (Killingholme), plans not yet finalized involve construction of 4-million ton refinery by 1970. Contact above named firms.

**INDIA**—(100 rupees = US $21). Mitsubishi Heavy Industries Ltd. announced in Tokyo that it had completed negotiations with the Government of India concerning construction of India's second **shipyard** at Cochin in Kerala. The announcement followed discussions between Mitsubishi officials and the Ministry of Transport. The reports state that the formal agreement will be signed in New Delhi in the near future, after finalization of a few remaining details.

The Government of India has reportedly decided to establish the public sector Hindustan Steelworks Construction Corp. with a capitalization of Rs. 1 crore ($10 million). The object of the Corporation, which will be registered in Calcutta shortly, is the creation of a specialized cadre of Indian engineers and technicians which can be utilized in the erection of future steel projects as well as other heavy construction projects. The Corporation, which will probably have to bid for contracts in competition with established private sector organizations, is expected to play a major role in the construction of the projected Bokaro steel plant.

**IRAQ**—(1 dinar = US $2.80). The Government of Iraq has awarded the consulting contract for the Zaafaraniyah Oil Depot to Societé Petrole Chemie, 5 Rue Tayler, Paris 10e, France. The new project is estimated to cost $8.4 million. The **depot,** which will be situated near Baghdad, is to be built for storage of several types of refined petroleum products and as a center of distribution to Baghdad and all of Central Iraq.

The scope of the project will include construction of main **storage tanks** with a total capacity of 22 million imperial gallons, **loading facilitеis** for road, rail tankers and river barges, **vehicle repair workshop, housing** for employees, a small **bottling plant** for LP gas and fly spray, the laying of a **pipeline** for various products from Daura Refinery to the depot and installation of **pumping units** at the refinery.

U.S. sub-contractors may contact Petrole Chemie at the above address.

**KUWAIT**—A turnkey contract of about KD 5 million ($14 million) was awarded to Foster-Wheeler Ltd. (London) by Kuwait's Chemical Fertilizer Co. (60% GOK, 20% Gulf Oil, 20% BP) for construction of a **fertilizer complex.** When completed in 1965, installation will comprise production units for ammonia (400 m.t. daily), urea (550 m.t. daily), ammonium sulphate (500 m.t. daily) and sulphuric acid (400 m.t. daily). Construction site in new Shuaiba industrial area is about 25 miles south of Kuwait town.

The **waterfront esplanade project** previously reported (INTERNATIONAL COMMERCE, June 1, p. 32) is a step closer to realization. Design and specifications contract for this project was awarded to the Canadian firm, Project Planning Associates, Ltd. The Ministry of Public Works expects public tenders to be issued early in 1965. Estimated public sector cost is about KD 15 million ($42 million).

**NIGER**—(100 CFAF = US $.41). The International Development Association (IDA) has extended a credit equivalent to $1.5 million. This is the first operation in Niger by one of the World Bank group of financing institutions. The credit will finance two small, high-priority **road projects** in southeastern Niger, an important agricultural area. The roads will facilitate the transport of groundnuts, the chief export, to the border of Nigeria for shipment overseas via the Nigerian transport system.

Under the IDA credit, a 21-mile earth road from Damthiao to Dungass will be improved and a new laterite-surfaced road of about the same length will be built from Dungass to Maigatari on the Niger-Nigerian border. On its side of the border, the Nigerian Government intends to pave the only unpaved section of the road which links Maigatari with the railhead at Kano. With completion of the project roads, Dungass will become a trans-shipment center, and the road to Maigatari will form one of the three main routes for the overseas shipment of groundnuts. The construction contract will be awarded on the basis of international competitive bidding. The roads will be built under the supervision of consultants. Contact: Public Works Dept., Niamey.

**NIGERIA**—(1N£ = US $2.80). Overseas financing for the **Niger Dam** has been completed. Financing has been arranged with the U.S., U.K., Italy and the International Bank for Reconstruction and Development.

The U.S. loan of $14 million is to finance up to 50% of U.S. source and origin procurement under main civil works contract for the dam. The British loan of £5 million (US $14 million) is also tied to British goods and services. The International Bank for Reconstruction and Development has agreed to loan $82 million to the Niger Dam Authority. An agreement is expected to be signed shortly.

**NORTHERN RHODESIA**—The Northern Rhodesia Ministry of Local Government has been allocated £500,000 under the emergency development plan for **improvements to house water supplies** and **sewerage schemes.** About £300,000 has been provided in the form of capital grants, mainly for the smaller urban local authorities, to enable them to install waterborne sewerage in high density housing areas.

An additional £200,000 will be available in the form of loans to encourage all local authorities to take immediate steps to provide an individual water supply to as many of the older, permanent high density houses as possible. About 25,000 of these houses in the urban areas are at present served by water standpipes or ablution blocks, catering for up to 30 houses each.

It is expected that both schemes will be completed by June next year. Contact: Northern Rhodesia Ministry of Local Government, Salisbury.

**PARAGUAY**—(100 guaraníes = US $.79). Construction contracts were signed between the Ministry of Public Works and Communications and the two private firms who were winners of the bidding competition held last month of the Encarnacion **road** and **bridge projects.** The contract for the road was signed with Hochtief, A. G., a German firm with a subsidiary in Argentina. The contract to build a bridge over the Tebicuary River, located along the route, was signed with Chacofi Albano, S. A., an Argentine firm. Total value of the two contracts is about $8 million, $6 million of which involves a loan from the International Development Association (IDA) a subsidiary of the World Bank. The GOP estimates that work on the road should begin within about 30 days.

**SOUTH AFRICA**—(1 rand = US $1.40). The Johannesburg City Council will spend over R2M in its major **road program** in the coming year. The program includes: R1.4M North-South motorway and its link with the Harrow scheme; R200,000 paving of footways; R130,000 roads in new suburbs; R100,000 lifting tram tracks and replacement of roads surfaces; R30,000 roads re-development in Sophiatown and Martindale. Contact: Johannesburg City Council.

**SWITZERLAND**—(100 francs = US $23.20). Geneva officials have announced that a **tunnel** beneath Lake Geneva, near the point where the Rhone flows out of it, will be constructed next year. The tunnel should be completed by 1970. It will enable heavy traffic coming from Lausanne to bypass Geneva enroute to the Mont Blanc road tunnel. Contact: U.S. Embassy, 9395 Jubilaumsstrasse, Bern.

**UAR**—(1EL = US $2.87). The Ministry of Planning has announced that the Government of Yugoslavia will make a long-term $17.5 million loan for financing a 56,000 feddans **reclamation project,** expected to be completed in three years at an estimated cost of $40 million.

An agreement has been concluded with a group comprised of firms from the Federal Republic of Germany, Italy, France and the Netherlands in collaboration with the Suez Canal Authority for the **reclamation of 312,000 feddans** (1 feddan = 1.04 acres) of land to be irrigated from the High Dam. The works involved are the construction of 2 **canals,** each 60 kilometers long, and 32,000 **houses** for colonists to be settled on the land. Total cost of the project is estimated at EL 120 million ($276 million), of which EL 40 million is required in foreign exchange. It is understood that the participating foreign firms will provide a loan of $85 million at 3½% per annum, repayable over 15 years. The Suez Canal Authority will hold 25% of the share capital. Contact: U.S. Embassy.

## International Trade Winds

**DATA PROCESSING—A Honeywell 400 data processing system has been installed by England's largest retailing organization, the Co-operative Wholesale Society, at its Manchester headquarters. The $600,000 computer prepares invoicing, accounting and statistical reports and performs linear programming and operations research computation for sales forecasting, plant and warehouse location, vehicle scheduling and replacement and livestock dietary feed mixture problems.**

**LAUNDERERS—Norge Village stores—laundry and drycleaning establishments equipped by the Norge Division of Borg-Warner Corp.—now number 245 overseas. In Denmark they do business under the Rens-omat label—to avoid confusion because to Danes the word "Norge" means "Norway." Europe has 211 Norge Village stores, with 38 more being installed. There are 17 in Mexico, 7 in Australia, 12 in Japan, and 1 in Pakistan.**

**AIR FREIGHT—Commercial trans-Atlantic freight carried by Pan American World Airways rose 47.3% in April and May, after introduction of reduced cargo rates on April 1. Shipper preference for pure-jet aircraft is believed to be a factor in the increased volume. The April-May growth was sharply higher than the 11.4% gain in January-March. The April 1 rates provided reductions of as much as 65% for major categories formerly covered by general commodity rates.**

**PHOTOGRAPHIC PRODUCTS—The 3M Co. of St. Paul, Minn., and Ferrania, S. p. A., of Milan, Italy, have announced a merger under which 3M acquired 100% ownership of Ferrania and its interests in affiliated companies as of July 1. Ferrania, 47 years old, produces and markets internationally an extensive line of photographic products for the professional, industrial and consumer markets. 1963 sales amounted to more than $50 million.**

**MOHAIR—South Africa's Mohair Advisory Board is sending a mission to Britain, the Continent, and the United States to discuss international cooperation in the promotion of mohair. This is the Board's third overseas mission in 2 years, seeking data for planning future activities.**

# New Books and Reports

***Canadian Trade Index: 1964 (64th annual ed.)* Published by the Canadian Manufacturers Assn. Toronto, 1964. $24.**

The 1964 Index lists 12,250 manufacturing companies across Canada with company name, address, names and titles of operating executives, plant locations, brand names, foreign representatives, number of employees, a geographical breakdown of manufacturing establishments by province and city and a finely classified list of products. This year for the first time manufacturers' listings include the names of parent and subsidiary companies, both Canadian and foreign.

**Write:** the Canadian Manufacturers' Association, 67 Yonge Street, Toronto 1, Ontario.

***ABC Europ Production: 1964 (5th Ed.).* Published by Europ Export Edition, GmbH. Darmstadt, Germany. 3,500pps. $12.50.**

An industrial directory of 12 Western European countries. Under 10,000 article headings approximately 350,000 names and addresses of firms are entered according to the respective countries.

Comprehensive product indexes in 5 languages refer to the pertinent European manufacturers. The article headings, too, and detailed production data of the firms appear in German, English, French, Spanish and Italian.

Review copies are available at all Department of Commerce Field Offies.

**Write:** Europ Export Edition GmbH, 61 Darmstadt, ABC Verlagshaus.

***Overseas Business Reports.* U.S. Dept. of Commerce. Washington, 1964. $18 per year ($12 additional for overseas mailing), 15 cents per copy. Order from any Commerce Field Office or the Supt. of Documents, GPO, Wash., D.C., 20402.**

**Market Indicators for Asia and Oceania.** OBR 64-45. 28pp. A collection of 26 tables presenting significant statistical information to exporters interested in selling to the Asian and Pacific areas.

**Basic Data on the Economy of Nigeria.** OBR 64-47. 19pp. Describes the structure of the economy, the various industrial sectors, the labor force, finance, foreign trade, the Government's role in the economy, and the Nigerian economic outlook.

**Leading Commodities in U.S. Foreign Trade in 1963.** OBR 64-69. 12pp. Tables listing the leading 1963 imports and exports in 18 commodity classes by principal areas and countries of destination. Also gives comparisons with 1962.

**U.S. Foreign Trade: January-March 1964.** OBR 64-72. 24pp. A series of 15 tables summarizing the U.S. trade performance during the 1st quarter of the current year.

## Yours for the asking

Subscribers to this magazine may obtain without charge a single copy of an Overseas Business Report described in this issue by making a specific written request, including the OBR number, to the U.S. Department of Commerce, Sales and Distribution Section, 1200 South Eads Street, Arlington, Virginia.

Such requests must be received not more than 15 days after the publication date of the issue of *International Commerce* in which the requested OBR was listed.

## Market-share studies

The Commerce Department has published a 3-volume pilot collection of 45 market-share studies entitled "Trade of the U.S., Western Europe, Canada and Japan in Manufactured Products, 1961-62." A full description of the new publications appears on page 16 of this issue.

The statistics show the U.S. share of the world market for each group of merchandise and provide a comparison of the value of U.S. trade with that of competing countries.

Copies of the 3-volume pilot collection of studies are for sale at 75 cents each by the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C., 20402.

The 45 studies and an additional 334 are available as individual publications.

Individual studies are $1 each. Write: Director, International Trade Analysis Division, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C., 20230.

***Financing Foreign Operations: 1964.* Published by Business International. New York, June 1964. 182pp. $60.**

Tells where and how to secure loan and equity money—in both dollars and local currencies—to establish or expand production abroad, as well as to finance export and local sales. By explaining what the sources are—country by country, institution by institution—and how much it costs to tap them, the report shows how a firm's international business can be profitably expanded with minimum drain on parent resources and maximum use of outside capital. It also shows how enterprising companies are developing financing techniques to help them move fast on new sales and investment opportunities.

**Write:** Business International, 757 Third Avenue, New York 17, N.Y. (Price $54 to Business International subscribers).

***Yearbook of International Trade Statistics: 1962.* (13th Ed.) Published by the United Nations Department of Economic and Social Affairs. New York, 1964. 751pp. $10 (softcover).**

Contains detailed data for individual countries and basic summary tables showing the contribution of each country to world trade, analysing the flow of trade between countries, and describing international price fluctuations.

This edition shows detailed annual statistics for 138 countries which accounted for about 97% of 1962's aggregate world trade. Only official Government figures from the countries concerned are used.

**Write:** United Nations Sales Section, New York, N.Y. 10017.

**Foreign Consular Offices in the United States, 1964. (Dept. of State Pub. 7649.) 1964. U.S. Dept. of State. GPO. 85 pp. 30¢.**

Reliable information on trade and travel requirements, consignment of goods, transshipment details, and even suggestions on consumer needs and preferences for particular countries are obtainable at foreign consular offices throughout the U.S. listed in this publication. For each foreign country gives name of consular representative, rank, State and cities of jurisdiction, and date of recognition (assignment).



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# Calendar

**July**

**20-31**—Economic Education Workshop, University of Arkansas Medical Center, **Little Rock, Ark.** Sponsor: University of Arkansas, State of Arkansas Department of Education. Theme: Meeting the Challenges of Trade and Aid. Speaker (July 29) Eugene M. Braderman, Director, Bureau of International Commerce.

**21**—Conference on Inch vs. Metric and International Fastener Standards, 2 p.m., Edgewater Beach Hotel, **Chicago, Ill.** Sponsor: Industrial Fasteners Institute.

**24**—Housewares Club of Chicago (Division of National Association of Housewares Manufacturers) special breakfast meeting, Merchants and Manufacturers Club, Merchandise Mart, **Chicago, Ill.** Speaker: James E. Murrin, Bureau of International Commerce.

**27-31**—North Carolina state-wide Government Procurement Clinics, **Goldsboro** (July 27), **High Point** July 29), **Asheville** (July 31). Sponsors: North Carolina Department of Conservation, and Development, Department of Commerce. Speaker: Paul Colvin, BDSA.

**27**—Available for discussions with businessmen, J. A. Van Swearingen, Commercial Attache, Djakarta, Indonesia, Chicago Field Office, **Chicago, Ill.**

**28**—Luncheon meeting, World Trade Department, Los Angeles Chamber of Commerce, **Los Angeles, Calif.** Speaker: J. A. Van Swearingen, Commercial Attache, Djakarta, en route to new post as Commercial Attache, Toyko; available for private consultations with businessmen at Los Angeles Field Office, July 28, 29.

**30**—Arkansas Industrial Procurement Conference, **Little Rock, Ark.** Sponsors: Arkansas State Development Commission, Department of Commerce. Speaker: Robert M. Kerr, BDSA.

**30**—Combined Kiwanis Clubs of Winston-Salem, N.C., luncheon. Robert E. Lee Hotel, **Winston-Salem, N.C.** Speaker: Charles J. Barrett, Bureau of International Commerce.

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